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CURRENT SERIAL RECORDS

LIST OF PUBLICATIONS

INFORMATION 4
FARMER COOPERATIVE SERVICE
U.S. DEPARTMENT OF AGRICULTURE

UNITED STATES DEPARTMENT OF AGRICULTURE
FARMER COOPERATIVE SERVICE
WASHINGTON, D.C. 20250

The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service.

Compiled by Marjorie B. Christie
and Catherine E. Hardy
Division of Information

Information 4
Revised July 1966



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This Information 4 lists publications by series numbers and by subject matter. For a description of each publication, its author, and year issued, see pages 11 through 65.

NUMERICAL LIST OF AVAILABLE PUBLICATIONS BY SERIES

You may obtain from the Farmer Cooperative Service a limited number of copies of most of the publications listed.

If you order several publications, please mark this numerical list. Then tear out these perforated pages and send them in to have your order filled.

Bulletins

1. Farmer cooperatives in the United States (revised 1965)

Bulletin Reprint 1 - Grain cooperatives

Bulletin Reprint 2 - Supply cooperatives

Bulletin Reprint 3 - Basic cooperative features

Bulletin Reprint 4 - Agricultural cooperation - pioneer
to modern

Bulletin Reprint 5 - Communications vital to coopera-
tives

6. Pricing milk according to use
7. Using gin machinery more effectively
8. Livestock auctions in the northeastern States
9. Meeting seasonal problem of dairy cooperatives through
education
13. Manufacture of fertilizer by cooperatives in the South
14. Criteria for evaluating dairy cooperatives

Circulars

1. Cooperative business training for farm youth
4. Fall premium milk pricing plans
5. Producing and merchandising sausage in small plants
8. Progress in farm-to-plant bulk milk handling
9. Feeder calf sales in the southeastern States
10. New country elevators - influence of size and volume on
operating costs

11. Selecting a program for butterfat sampling
12. Cooperative alfalfa dehydrators - costs and operations
13. Glades Livestock Market Association - a Florida operation
14. Comparing bulk and can milk hauling costs
15. How women help their farmer co-ops
16. Ways to improve livestock auctions in the Northeast
18. Organizing a farmer cooperative
19. Marketing rice cooperatively
20. Vending milk in small containers, by cooperatives and others
21. Retirement plans of farmer cooperatives
23. Cooperative marketing of turkeys
24. Controlling open account credit in feed cooperatives
26. How manufacturing co-ops market Grade A milk
27. Sunkist Growers, Inc. - A California adventure in agricultural cooperation
28. A look at agricultural cooperatives in India
29. SWIG - Southwestern Irrigated Cotton Growers Association, El Paso, Texas
30. Crushing cottonseed cooperatively
31. Helping farmers build cooperatives - the evolution of Farmer Cooperative Service
32. Equity Cooperative Livestock Sales Association
33. Cotton marketing cooperatives on the South Plains of Texas

Educational Aids

1. Farmer cooperation . . . an American way

Section A . . . 4-H dramatization

Section G . . . The business rights to Main Street under private enterprise

2. 4-H clubs and cooperatives
3. Better living
5. The American private enterprise system
6. The director's role in member relations
7. Cooperatives - one of four kinds of business firms

Educational Circulars

2. Using your wool co-op
4. Using your livestock co-op
5. Financing farmer cooperatives
7. Using your fruit and vegetable co-op
8. Using your co-op elevator
9. Using your poultry and egg co-op
11. Sizing up your cooperative
12. Farmer cooperatives in our community
16. Using your rural credit union

17. Managing farmer cooperatives
18. How to start a cooperative
19. Sample legal documents for new cooperatives
20. Identifying the need for forestry associations
21. Assuring democratic election of cooperative directors
22. Creating training programs for cooperative directors
23. Using cooperative directors to strengthen member relations
24. What cooperative members should know
25. Directors of cooperatives and their wives - good member relations team
26. Recognizing the ideal cooperative director
27. Should cooperatives tighten membership requirements?

General Reports

14. Selecting and electing directors of farmer cooperatives
27. Farmers' equities in their marketing and farm supply cooperatives - 1954
29. Farmer meat packing enterprises in the United States
30. How do members use a co-op paper?
32. Methods of financing farmer cooperatives
39. Improving livestock marketing efficiency - a study of nine cooperative livestock markets in Ohio, Indiana, and Michigan
40. Research in agricultural cooperation - problem areas - preliminary
41. Revolving fund methods of financing farmer cooperatives
44. Integrated and related operations Central Carolina Farmers Exchange
46. Pay plans for co-op tank truck salesmen
50. Inventory management by selected retail farm supply co-ops - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and northern Iowa
52. How cooperatives use credit agencies to meet patrons' needs
54. Multiquart containers - their significance in dairy cooperatives
56. Grade A milk marketing by manufacturing co-ops
58. Integrated petroleum operations through farmer cooperatives, 1950 and 1957
61. Integrated operations ... Hamilton Farm Bureau Cooperative
62. Employee incentive plans in farmer cooperatives, 1957
63. Mobile feed milling by cooperatives in Michigan and Wisconsin
64. Cooperative country elevators in Montana
65. Management training among farmer cooperatives
66. Inventory management by selected retail farm supply co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois
67. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives

69. Integrated dairy operations through farmer cooperatives
70. Inventory management by selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, North Carolina, and Georgia
71. Credit control in selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
72. Cost of marketing eggs and labor output of selected cooperatives - Part II - North Central
73. Number of full-time employees of farmer cooperatives
75. Cost of handling eggs and labor output of selected cooperatives - Part III - Western States
77. Milk receiving costs during shift from can to bulk
78. Bylaw provisions for selecting directors of major regional farmer cooperatives
79. Pendleton Grain Growers ... an integrated cooperative
80. La Coopérative Fédérée De Québec - integrated and multipurpose operations
81. Membership practices of local cooperatives
82. Liquid nitrogen distribution by local cooperatives in Nebraska and Kansas
83. Directors of regional farmer cooperatives - selection, duties, qualifications, performance
84. Fresh fruit and vegetable marketing organizations in Northeastern and Central States
85. Director committees of farmer cooperatives
86. Piggyback transportation for Pacific Northwest cooperatives
90. Multiquart containers - their effect on milk packaging and handling costs in selected cooperatives
91. What influences off-farm grain sales in Missouri
92. Farm supply operations of cooperative gins and elevators in Texas
94. Rural credit unions in nine Midwestern and Great Plains States
95. Liquid fertilizer distribution by local cooperatives in the Pacific Northwest
96. A livestock market is born
97. Exploring communication processes in a farmer cooperative - a case study
98. Livestock marketing cooperatives in California - their progress, policies, and operating methods
99. Mobile feed milling by cooperatives in the Northeast
101. Transportation and handling of seed by regional cooperatives in the Southeast
102. Frozen food locker and freezer provisioning plants in the United States, January 1961
104. Employee incentive plans of farmer cooperatives - case studies
105. How the Revenue Act of 1962 affects farmer cooperatives
107. Lawn and garden services in eastern farmer co-ops
108. Oklahoma cotton cooperatives

109. Motortruck operations of farmer cooperatives
110. Trends in growth of farmer cooperatives, 1950-60
111. How the adjustable revolving fund capital plan works
113. The wool department of the Indiana Farm Bureau Cooperative Association, Inc.
114. Impact of dairy cooperatives on Federal order milk markets
115. Regional cooperatives handling under \$10 million of supplies, 1960-61
116. Rural credit unions in southern Indiana
117. An appraisal of frozen food locker cooperatives
118. Broiler and turkey feed financing by cooperatives
120. Improving management of farmer cooperatives
121. Motortruck operating costs of farmer cooperatives
122. Cooperative bulk fertilizer blending in the Midwest
123. Cooperative bargaining by farmers - a selected bibliography
124. Financial structure of regional farm supply cooperatives
125. Handbook of major regional cooperatives handling supplies, 1962 and 1963
126. Liquid pesticide - formulation and distribution by two southern cooperatives
127. Local wool pools in the United States
129. Cooperative marketing of nonfat dry milk to commercial outlets
130. A bibliography of dissertations and theses on cooperatives
131. Rural credit unions of the United States
132. Costs and practices of selected cooperatives in operating bulk feed trucks
133. Financial structure of regional farmer cooperatives
134. Statistics of farmer cooperatives, 1963-1964
135. The PCA - cooperative - patron credit plan
136. Operations of local feed and supply bargaining cooperatives in Illinois, 1959-1964

Information Series

4. List of FCS publications - revised 1966
5. Purchasing cooperatives - an essential tool for the modern farmer
6. "Mr. Chairman --"
8. Farmer cooperatives and the community
10. Planned public relations - in modern cooperative business
11. Some facts about fruit and vegetable bargaining co-ops
12. Suggested steps for improved member relations
13. Making your membership publication do the job
14. Motortruck leasing by farmer cooperatives
17. School-related activities of farmer cooperatives

18. Recent developments in farmer cooperative meat packing and processing
19. Keys to effective rural credit unions
20. The rural credit union - a place to save and borrow
21. Providing equitable treatment for large and small members
22. State statutes authorizing assistance to farmer cooperatives
23. Co-ops have a place in rural community progress
24. Cooperatives in the American private enterprise system
25. How the work of F.C.S. with farmer cooperatives contributes to the national interest
26. How Farmer Cooperative Service works
27. Credit - an aid to freezer provisioners
28. Safety-checking livestock handling facilities
29. Stepping stones to good member relations
30. Cooperative destiny - it's up to you
32. Making member relations succeed
33. Safety-checking livestock trucking to reduce loss and damage
34. What are patronage refunds?
35. 20 years' progress of Au Sable Forest Products Association
36. The way Farmer Cooperative Service works
39. Handling net margins under the new tax law
40. What can cooperatives offer farmers for the future?
41. Improving farmers' income through cooperative bargaining
42. The Romney Federal Credit Union and its contributions to the community
43. Increasing the marketing strength of farmers
44. Extent of traffic management in farmer cooperatives
45. Safety-checking handling practices to reduce livestock losses
47. Adjusting farm supply cooperatives to member needs in the 1970's
48. Cooperatives - partners in American life
49. Did you know?
51. Per unit capital retains - tax treatment by cooperatives and patrons
52. Cooperatives - today and tomorrow
53. Can cooperatives meet the challenge?
54. Approaches and problems in merging cooperatives

Marketing Research Reports

184. Costs of canning sweet corn in selected plants
247. Losses of livestock in transit in Midwestern and Western States
258. Business management of frozen food locker and related plants

- 241. Causes of losses in trucking livestock
- 313. Merchandising frozen food by locker and freezer provisioning plants
- 316. Interstate trucking of frozen fruits and vegetables under agricultural exemption
- 328. Marketing adjustments made by the Texas citrus industry to freezes of 1949 and 1951
- 345. Analysis of returns and practices of Florida fresh citrus sales organizations
- 346. Handling conditions and practices causing bruises in cattle
- 386. Baling cotton at gins - practices and costs, flat - standard - high density bales
- 437. Controlling protein level of meal production at cottonseed oil mills
- 447. Loss and damage in handling and transporting hogs
- 449. Economics of grain drying at Kansas local elevators
- 453. Merchandising practices for freezer provisioners
- 470. Effects of electric rates on power expenses of cotton gins (Arkansas, Oklahoma, and Texas)
- 487. Economic considerations in marketing sweetpotatoes from the eastern shore of Virginia
- 510. Livestock pooling - improved marketing through grading and commingling
- 520. Power expenses of cotton gins - by types of power - Arkansas, Oklahoma, Texas
- 544. Losses from handling sheep and lambs
- 552. Why egg handling costs vary
- 555. Buying farmers' stock peanuts in the Virginia-North Carolina area
- 565. Feeder cattle pooling
- 566. Feeder pig pooling
- 595. Marketing farmers' stock peanuts in the Virginia-North Carolina area
- 614. Economic aspects in marketing Florida avocados
- 615. Veal calf pooling - improved marketing through grading and commingling
- 640. Costs of ginning cotton by cooperatives at single-gin and two-gin plants, California and Texas, 1962
- 682. Marketing Virginia white potatoes - buyers' preferences and practices
- 685. Economics of flat grain storage facilities in Kansas
- 711. Peanut handling: Economic implications of the shift from bag to bulk
- 720. Economics of delinting cottonseed to low residual linters at oil mills
- 736. Costs of using cotton basket storage systems - California and Texas
- 764. Pooling by Florida citrus cooperatives following the 1962 freeze
- 766. Losses in transporting and handling grain by selected grain marketing cooperatives

Other

Agricultural Handbook 220, Management accounting for frozen food locker and related plants
Agriculture Handbook 163, Guide to uniform accounting for locker and freezer provisioners
Agricultural Information Bulletin 275, Farmer Cooperatives ... Farm Business Tools
Bibliography on cooperation in agriculture, Supplement 1, U.S.D.A. Library List 41
News for Farmer Cooperatives -
(Subscription at Government Printing Office - \$2.00 a year, \$2.75 a year foreign - 20 cents for single copy)
Indexes to News for Farmer Cooperatives

Special Issues of News for Farmer Cooperatives

Cooperative Marketing Act Anniversary - July 1966
Progress and prospects for rural cooperatives - Annual review issue - January 1966
Cooperatives - creative force in rural living - November 1965
Cooperative Month observance and communications - October 1965
Rural cooperatives face new responsibilities - Annual review issue - January 1965
A chain of cooperative progress - USDA centennial issue - June 1962
Effective communications - core of co-op success - April 1958
Formulas for annual meetings - July 1953

Reprints from News for Farmer Cooperatives

2. Directors drivewheel of cooperatives
5. Membership publications tell co-op story
9. Ideas for making annual meetings effective
11. Public relations inevitable
23. Co-ops in other lands
52. Good management - key to co-op success
57. New ideas on public relations
100. The work of Farmer Cooperative Service
103. Membership participation - what, how and why?
114. Following cooperative principles and law
128. Cooperative yardsticks
149. Some reasons why farmer co-ops fail
150. Cooperatives and agricultural integration
179. Annual reports - perennial problems
200. When members talk ...
208. Mergers for stronger cooperatives
209. Costs of lease financing versus direct debt financing
211. Local processing co-op improves rural living
216. Frozen food co-op supports community development

- 220. Credit unions in Fiji
- 224. Financing farmer cooperatives in the sixties
- 230. Let's look at the Councils' record
- 231. 250 leaders map plans for co-op action at first
inter-American cooperative congress
- 234. Co-ops and new AID policy
- 236. How cooperatives came to Puno and Pontianak
- 240. The right to know
- 243. Forest products co-op shows sturdy growth
- 247. Cooperatives are essential to the family farm
- 248. Cooperatives - a force for stronger rural communities
- 254. Director and management teamwork means cooperative
progress
- 255. Farmer cooperatives - what they are and what they are
not
- 257. Grain transportation losses challenge grower returns
- 259. Co-ops helping Latin America change
- 260. The human problem - why some mergers fail
- 261. FGDA - and youth have say
- 262. 50 years of cooperative progress linked with USDA
research
- 263. Call for vigorous action came at national conference
- 264. What State co-op councils can offer member co-ops
- 267. Comfort me with apples ...
- 268. Co-op editors antennas fixed on why and how
- 270. USDA policy statement on cooperatives
- 274. Ways for cooperatives to work together
- 276. Given half a chance ...
- 277. A.I.D.'s three little pigs ...
- 278. Size of cooperative business continues to increase
- 279. Michigan cooperative helps restore celery leadership
- 283. Cooperatives - USDA help build a better America
- 284. Rural cooperatives face new responsibilities
- 290. Cooperative growth trends show up well
- 292. Does your co-op need informed patrons?
- 296. Milestones in helping farmers build cooperatives
- 300. Word cooperative - A world rallying point
- 302. Opportunities probed for forestry-based associations
- 304. Cooperate to cut machinery costs
- 305. Cooperatives - Partners in American life
- 306. The story for USDA's Cooperative Month observance
- 307. Cooperative criteria
- 309. 3 R's of cooperatives - reason - realism - responsi-
bility
- 310. For 20 years fruits of their vines go to grape growers
- 311. U.S. grain to cattle in Spain via long-term credit sale
- 312. Mississippi farmers helping themselves with machinery
cooperatives
- 313. 1965 Cooperative Month observance
- 314. Co-op business volume climbs for 10th year
- 315. Cooperatives' future rests on youth education
- 316. Bargaining cooperatives look to the future
- 317. Cooperative trends show progress

COOPERATION IN GENERAL

MISCELLANEOUS

Farmer Cooperatives in the United States. FCS Bulletin 1, 1965. 374 pp.

Gives the current status of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those wanting a general picture of farmer cooperation. (Not available free to high school students.)

Bulletin 1 Reprint 1 - Grain Cooperatives

Bulletin 1 Reprint 2 - Supply Cooperatives

Bulletin 1 Reprint 3 - Basic Cooperative Features

Bulletin 1 Reprint 4 - Agricultural Cooperation - Pioneer to Modern

Bulletin 1 Reprint 5 - Communications Vital to Cooperatives

Basic Cooperative Features. By Joseph G. Knapp. Bulletin 1 Reprint 3. 11 pp.

Gives special emphasis to some of the more important ideas and basic principles associated with cooperatives.

Agricultural Cooperation - Pioneer to Modern. By Martin A. Abrahamsen. Bulletin 1 Reprint 4. 28 pp.

Discusses the history of cooperative activities by six periods: 1800-1870, a period of experimentation; 1870-1890, encouragement by general farm organizations; 1890-1920, organization of many cooperatives; 1920-1933, expansion in commodity marketing; 1933-1945, emphasis on sound business; and 1945-1963, adjustment to change.

(Other Bulletin 1 reprints described under appropriate subject matter heads)

Helping Farmers Build Cooperatives - The Evolution of Farmer Cooperative Service. By Martin A. Abrahamsen and Andrew W. McKay. Circular 31, 1962. 82 pp.

Highlights the history of the work of the U.S. Department of Agriculture with and for farmer cooperatives.

Sizing Up Your Cooperative. Educational Circular 11, 1956. 13 pp.

Outlines the principle factors which serve as co-op yardsticks.

A Bibliography of Dissertations and Theses on Cooperatives. By Walter M. Furbay. General Report 130, 1965. 79 pp.

Lists unprinted doctoral dissertations and masters' theses on cooperatives on file in United States colleges and universities. Contains an index.

Research in Agricultural Cooperation - Problem Areas - General Report 40, 1958. 53 pp.

Represents a broad consensus of needed research in agricultural cooperation. Its primary objective is to point out specific problems to research workers.

Can Cooperatives Meet the Challenge? Information 53, 1966. 34 pp.

Gives the views of FCS staff on three questions: Can cooperatives grow big enough to compete in today's economy and still remain democratic? Can cooperatives help farmers stay in business and retain control of farming? Can cooperatives help increase net incomes of farmers?

Cooperatives Today and Tomorrow. By Martin A. Abrahamsen. Information 52, 1966. 28 pp.

Examines the status of cooperatives today, seeks to identify trends that explain how these associations reached their present position, then provides the basis for guidelines to pinpoint developments in the making.

Did You Know? Information 49, 1965. 8 pp.

Gives a brief sketch on facts and figures on cooperatives in the United States, what they are, and what use farmers make of them.

Cooperatives - Partners in American Life. Information 48, 1965. 24 pp.

Presents a brief report on work of USDA agencies relating to cooperatives. Also presents a concise picture of what cooperatives are and their present scope of business.

What Can Cooperatives Offer Farmers for the Future? By W. D. Milsop. Information 40, 1963. 20 pp.

Explains how cooperatives use the building blocks of stability, unity, comprehension, creativeness, energy, search, and stature (put together the first letters of each word spell success) to improve individual farm operations.

The Way Farmer Cooperative Service Works. By Beryle E. Stanton. Information 36, 1963. 17 pp.

Describes main areas of Farmer Cooperative Service work and its impact on cooperatives and members, the community, and the Nation. Discusses laws and USDA policy authorizing FCS to conduct its work.

What Are Patronage Refunds? By Kelsey B. Gardner. Information 34, 1963. 15 pp.

Discusses patronage refunds and their relationship to the cooperative concept and points out the need for more research on various aspects of cooperatives and their operations.

Cooperative Destiny - It's Up to You. By Joseph G. Knapp. Information 30, 1962. 12 pp.

Tells what individuals - members, directors, and managers - can do to help erect strong effective cooperative organizations with a built-in capacity for survival and growth.

How Farmer Cooperative Service Works. Information 26, 1962. 7 pp.

Explains briefly by text and illustrations how Farmer Cooperative Service does its research, advisory service, and educational work.

How the work of F.C.S. With Farmer Cooperatives Contributes to the National Interest. Information 25, 1962. 9 pp.

Presents prize-winning essays prepared by three employees of the Farmer Cooperative Service on its contribution to the Nation.

Cooperatives in the American Private Enterprise System. Information 24, 1961. 8 pp.

Pictures the four types of businesses - individually owned, partnership, corporation, and cooperative - and tells what each contributes to the community.

Co-ops Have a Place in Rural Community Progress. Information 23, 1961. 4-fold.

Describes the contributions farmer cooperatives can make to a rural community and lists additional information available on organizing and improving cooperatives.

State Statutes Authorizing Assistance to Farmer Cooperatives. By Raymond J. Mischler and John F. Donoghue. Information 22, 1961. 22 pp.

Cites and summarizes by States their statutes authorizing or requiring that various agencies provide aid and assistance to farmer cooperatives. Information restricted to citations of statutes clearly pertaining to farmer cooperatives.

List of FCS Publications. Information 4, revised 1966. 66 pp.

Carries available publications by subject and by number and by series.

Farmer Cooperatives ... Farm Business Tools. By Beryle Stanton. Agricultural Information Bulletin 275, 1963. 52 pp.

Explains, with examples, how farmers use cooperatives, how they have developed, and how they contribute to the general welfare.

Cooperative Marketing Act Anniversary. News for Farmer Cooperatives, July 1966. 20 pp.

Celebrates the 40th anniversary of the Cooperative Marketing Act of 1926 and shows how work in the U.S. Department of Agriculture has helped cooperatives make progress since passage of the Act.

A Chain of Cooperative Progress - USDA Centennial Issue. News for Farmer Cooperatives, June 1962. 28 pp.

Reviews the landmarks of the work by the U.S. Department of Agriculture with and for farmer cooperatives. Discusses this work under the major heads of marketing, purchasing, and management services. Includes a list of books on co-op progress.

1965's Co-op Month Observance. Reprint 313, 1966. 16 pp.

Reports on activities by USDA and other Federal agencies and departments and on eight seminars held during 1965 Cooperative Month observance. Shows contributions cooperatives, Government agencies, and others have made to help people help themselves here and abroad. (Reprinted from December 1965 and February 1966 News for Farmer Cooperatives.)

Three R's of Cooperatives - Reason - Realism - Responsibility. By Marvin A. Schaars. Reprint 309, 1965. 4 pp.

Lists requirements for programs of greater and more diversified services, bolder and more imaginative programs, to meet the challenges of the future. (Reprinted from August 1965 News for Farmer Cooperatives.)

Cooperative Criteria. By Joseph G. Knapp. Reprint 307, 1965. 1 p.

Discusses the basic standards on which sound cooperatives should organize and operate. (Reprinted from September 1965 News for Farmer Cooperatives.)

The Story for USDA's Cooperative Month Observance. By Orville L. Freeman. Reprint 306, 1965. 4 pp.

Tells of cooperatives' relationship to the USDA programs and goals, community progress, producing consumer goods, and using products of business. (Reprinted from October 1965 News for Farmer Cooperatives.)

Cooperatives - Partners in American Life. Reprint 305, 1965. 1 p.

Statement of President Lyndon B. Johnson saluting the USDA-Cooperative Month Observance. (Reprinted from October 1965 News for Farmer Cooperatives.)

Milestones in Helping Farmers Build Cooperatives. Reprint 296, 1965. 2 pp.

Sets forth chronologically the events that shaped the future for farmers in helping them build cooperatives. (Reprinted from October 1964 News for Farmer Cooperatives.)

Does Your Cooperative Need Informed Patrons? By Ora V. Callahan. Reprint 292, 1965. 4 pp.

Gives information on how to fashion an educational program to increase interest among young farmers in their cooperatives. Results of a survey conducted in Indiana. (Reprinted from March 1965 News for Farmer Cooperatives.)

Rural Cooperatives Face New Responsibilities. By Joseph G. Knapp. Reprint 284, 1965. 2 pp.

Sets forth the responsibilities facing cooperatives as they grow in importance and face the future. (Reprinted from January 1965 News for Farmer Cooperatives.)

Cooperatives - USDA Help Build a Better America. By John A. Baker. Reprint 283, 1964. 22 pp.

Issued as part of the U.S. Department of Agriculture's participation in Cooperative Month. Includes in digest form the program of USDA agencies relating to cooperatives. (Reprinted from October 1964 News for Farmer Cooperatives.)

USDA Policy Statement on Cooperatives. By Orville L. Freeman. Reprint 270, 1963. 1 p.

Quotes from Secretary's memorandum No. 1540 of July 9, 1963. (Reprinted from September 1963 News for Farmer Cooperatives.)

Call for Vigorous Action Came at National Conference. By Beryle Stanton. Reprint 263, 1963. 4 pp.

Gives a resume of the activities and talks at the national conference on Cooperatives and the Future in Washington, D.C., April 1963. (Reprinted from July 1963 News for Farmer Cooperatives.)

50 Years of Cooperative Progress Linked With USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

Farmer Cooperatives - What They Are and What They Are Not. By Marvin A. Schaars. Reprint 255, 1963. 8 pp.

First presents Mr. Schaars' views on what a cooperative is and then what it is not to give a clearer picture of these farmer businesses. (Reprinted from March 1963 News for Farmer Cooperatives.)

Cooperatives Are Essential to the Family Farm. By Joseph G. Knapp. Reprint 247, 1962. 2 pp.

Points out that cooperatives are designed to serve the family-size farm and explains how they serve and the benefits they provide. (Reprinted from December 1962 News for Farmer Cooperatives.)

Some Reasons Why Farmer Co-ops Fail. Reprint 149, 1958. 12 pp.

Contains several articles from the News for Farmer Cooperatives on reasons for cooperative failures and ways to avoid such failures.

Cooperative Yardsticks. By Helim H. Hulbert. Reprint 128, 1956. 8 pp.

Contains several articles from the News for Farmer Cooperatives that discuss farmer cooperative measuring standards, business principles, personnel, and financing.

The Work of Farmer Cooperative Service. By Joseph G. Knapp. Reprint 100, 1955. 12 pp.

Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.

Bibliography on Cooperation in Agriculture. Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.

This list covers the references on agricultural cooperatives from 1946 through 1953 as a supplement to U.S. Department of Agriculture Library List 41 which is out of print.

BARGAINING

Fruit and Vegetable Bargaining Cooperatives. By Wendell M. McMillan. Circular 25, 1958. 72 pp.

First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.

Cooperative Bargaining by Farmers - A Selected Bibliography. By Wendell M. McMillan. General Report 123, 1964. 16 pp.

Lists 208 reference items on the general topic of cooperative bargaining by farmers, and the more specific topic of cooperatives formed to negotiate price and other contract terms with processors.

Improving Farmers' Income Through Cooperative Bargaining. By Wendell M. McMillan. Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally. Covers fruit and vegetable bargaining cooperatives and the effect of bargaining cooperatives on farmers' income.

Some Facts About Fruit and Vegetable Bargaining Co-ops. By Wendell M. McMillan. Information 11, 1959. 14 pp.

Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Michigan Cooperative Helps Restore Celery Leadership. By Frank Lessiter. Reprint 279, 1964. 2 pp.

Explains how the Michigan Celery Promotion Cooperative, Inc., Zeeland, became the voice of the celery industry in the State. (Reprinted from April 1964 News for Farmer Cooperatives.)

ECONOMIC INTEGRATION

Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States. By Martin A. Blum. General Report 84, 1960. 63 pp.

Shows how 31 selected grower owned and controlled marketing organizations near large urban areas solved marketing problems of producers.

La Coopérative Fédérée De Québec - Integrated and Multi-purpose Operations. By L. B. Mann. General Report 80, 1960. 24 pp.

Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers ... An Integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Integrated Dairy Operations Through Farmer Cooperatives. By Anne L. Gessner. General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Integrated Operations ... Hamilton Farm Bureau Cooperative. By Martin A. Abrahamsen. General Report 61, 1959. 22 pp.

Case study on the integration process as it has been developed by a local association. Discusses the impacts of integration on production practices and marketing methods.

Integrated Petroleum Operations Through Farmer Cooperatives, 1950 and 1957. By Anne L. Gessner and J. Warren Mather. General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

Integrated and Related Operations, Central Carolina Farmers Exchange. By Martin A. Abrahamsen and Russell C. Engberg. General Report 44, 1958. 31 pp.

Includes a brief description of kinds of integration and covers the agricultural environment and highlights in operations of CCFE.

Cooperatives and Agricultural Integration - Sections A, B, and C. By staff of FCS and others in the cooperative field. Reprint 150, 1958 to 1959. 12 pages each.

Series of articles appearing in the News for Farmer Cooperatives on the impact of agricultural integration on farmers and their cooperatives. It also includes articles on how some co-ops have integrated operations.

FINANCING

Financing Farmer Cooperatives. Educational Circular 5, revised 1957. 14 pp.

Highlights ways farmer cooperatives obtain their capital and makes suggestions for sound operations. Covers six phases of financing: Estimating capital requirements, sources of capital, revolving capital plan, need of reserves, budgeting expenditures, and use of audits and financial statements.

The PCA - Cooperative - Patron Credit Plan. By French M. Hyre. General Report 135, 1966. 12 pp.

Provides information on the PCA-cooperative-patron credit plan. Of interest to anyone wishing additional information on the organization, operation, and use of this relatively new type credit program.

Financial Structure of Regional Farmer Cooperatives. By Nelda Griffin. General Report 133, 1966. 56 pp.

Provides detailed information on the financial structure of 448 regional cooperatives for fiscal year ending 1962. Covers kinds and amounts of equity capital, sources and amounts of borrowed capital, and distribution of net savings made by cooperatives.

Financial Structure of Regional Farm Supply Cooperatives. By Nelda Griffin. General Report 124, 1965. 61 pp.

Provides detailed information on 105 regional farm supply cooperatives for fiscal years ending in 1962. Covered are financial structure, kinds and amounts of equity capital, sources and amounts of borrowed capital, and distribution of net savings made by cooperatives.

Broiler and Turkey Feed Financing by Cooperatives. By George C. Allen and Charlie B. Robbins. General Report 118, 1963. 39 pp.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

How the Adjustable Revolving Fund Capital Plan Works. By Nelda Griffin. General Report 111, 1963. 8 pp.

Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives.

Revolving Fund Method of Financing Farmer Cooperatives. By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner. General Report 41, 1958. 60 pp.

Explains the revolving fund method of financing and the use farmer cooperatives are making of it, based on a study of 1,157 marketing and farm supply cooperatives.

Methods of Financing Farmer Cooperatives. By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner. General Report 32, 1958. 56 pp.

Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.

Farmers' Equities in Their Marketing and Farm Supply Cooperatives, 1954. By Nelda Griffin, Helim H. Hulbert, and Kelsey B. Gardner. General Report 27, 1956. 6 pp.

Shows farmers had over \$1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to \$1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.

Financing Farmer Cooperatives in the Sixties. By Joseph G. Knapp. Reprint 224, 1961. 3 pp.

Discusses the financing needs of farmer cooperatives and the sources available to them for obtaining funds. (Reprinted from October 1961 News for Farmer Cooperatives.)

Costs of Lease Financing Versus Direct Debt Financing. By David Volkin. Reprint 209, 1960. 4 pp.

Points out lease financing can prove costly over a long period and gives illustrations of both lease and direct debt financing. (Reprinted from April 1960 News for Farmer Cooperatives.)

HISTORY AND STATISTICS

Statistics of Farmer Cooperatives, 1963-64. By Bruce Swanson. General Report 134, 1966. 24 pp.

Contains annual survey on number of marketing, farm supply, and related service cooperatives in the United States. Presents information by States and by types of commodities handled as well as services performed by these cooperatives.

Trends in Growth of Farmer Cooperatives, 1950-60. By Anne L. Gessner and Kelsey B. Garnder. General Report 110, 1963. 24 pp.

Describes how values of cooperative marketings have increased faster since 1954 than agricultural marketings of all farmers - and how farmers' purchases of supplies and equipment through cooperatives increased faster since 1952 than such expenditures for all farmers.

Cooperative Trends Show Progress. By Martin A. Abrahamson. Reprint 317, 1966. 2 pp.

Compares growth trends of farmer cooperatives in the early 1950's with today's trends. Shows total business done by cooperatives in various commodity fields compared with total U.S. business in these fields. (Reprinted from May 1966 News for Farmer Cooperatives.)

Co-op Business Volume Climbs for 10th Year. By Bruce L. Swanson. Reprint 314, 1966. 4 pp.

Provides information on the number, membership, and dollar volume of marketing, farm supply, and related service cooperatives from July 1, 1963, to June 30, 1964. (Reprinted from April 1966 News for Farmer Cooperatives.)

Cooperative Growth Trends Show Up Well. By Anne L. Gessner. Reprint 290, 1965. 4 pp.

Shows how the growth of farmer cooperatives compares with that of other segments of the economy based on the most recent annual statistics available. (Reprinted from March 1965 News for Farmer Cooperatives.)

Size of Cooperative Business Continues To Increase. By Anne L. Gessner. Reprint 278, 1964. 3 pp.

Shows that in a 6-year period, 1955-56 through 1961-62, cooperatives became bigger, as did most other businesses in the economy. Includes tables showing the changes in business volume of marketing, farm supply, and related service cooperatives. (Reprinted from April 1964 News for Farmer Cooperatives.)

MERGERS

Approaches and Problems in Merging Cooperatives. By Martin A. Abrahamson and J. Warren Mather. Information 54, 1966. 31 pp.

Gives specific suggestions on problems often encountered and steps to take to effect a merger.

Ways for Cooperatives To Work Together. By Dale E. Butz. Reprint 274, 1963 and 1964. 8 pp.

Covers such techniques as cooperation with and among cooperatives, working agreements, and mergers. (Reprinted from October 1963, December 1963, and February 1964 News for Farmer Cooperatives.)

The Human Problem - Why Some Mergers Fail. By John P. Comstock. Reprint 260, 1963. 2 pp.

Goes into some of the problems arising through mergers such as community loyalties and rivalries, affinity for "what is ours," pressure groups, group identification, and time of merger attempt. (Reprinted from May 1963 News for Farmer Cooperatives.)

Mergers for Stronger Cooperatives. By staff of Farmer Cooperative Service and the Office of the General Counsel, U.S. Department of Agriculture. Reprint 208, 1961. 24 pp.

Contains a series of articles from the April and May 1961 News for Farmer Cooperatives on problems and possibilities of mergers.

ORGANIZING

Organizing a Farmer Cooperative. Circular 18, revised 1956. 39 pp.

Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.

Identifying the Need for Forestry Associations. By Clyde B. Markeson. Educational Circular 20, 1965. 6 pp.

Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

Sample Legal Documents for New Cooperatives. Educational Circular 19, 1965. 27 pp.

Contains samples of forms and legal documents that are normally needed in organizing and operating a cooperative. Includes a reproduction of the Capper-Volstead Act.

How To Start a Cooperative. Educational Circular 18, 1965. 18 pp.

A relatively simple guide to groups interested in a step-by-step approach to organizing a cooperative.

RURAL DEVELOPMENT

Identifying the Need for Forestry Associations. By Clyde B. Markeson. Educational Circular 20, 1965. 6 pp.

Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

20 Years' Progress of Au Sable Forest Products Association. By Eliot W. Zimmerman and Clyde B. Markeson. Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes some fundamental principles needed to successfully operate timber marketing associations in general.

Progress and Prospects for Rural Cooperatives, News for Farmer Cooperatives, January 1966. 32 pp.

Annual review issue of the Farmer Cooperative Service. Gives examples of how FCS operates under broad policy outlines, participates in governmentwide programs, and helps developing countries. Also shows how it helps cooperatives fit into new market structures, adapt their cooperative structure to the times, move products and supplies efficiently, and keep the public and members informed.

Cooperatives - Creative Force in Rural Living. News for Farmer Cooperatives, November 1965. 32 pp.

Condenses and summarizes talks made at the 37th annual meeting of the American Institute of Cooperation. Shows how cooperatives have exerted their influence in such varied aspects of rural living as management, marketing, transportation, farm supplies, encouragement of youth, public and member relations, and education and training.

Rural Cooperatives Face New Responsibilities. News for Farmer Cooperatives, January 1965. 28 pp.

Gives a broad view of the general business environment in which cooperatives operate and their resulting responsibilities. Then takes a more detailed look at the challenges, responsibilities, and opportunities in the fields of marketing, purchasing, and management.

Cooperatives - A Force for Rural Progress. News for Farmer Cooperatives, January 1963. 32 pp.

Shows the numerous ways cooperatives help promote rural progress. Under the major heads of marketing, and purchasing, separate articles give specific information on the work of various types of cooperatives such as dairy, farm supply, and frozen food locker. Another major head, management, covers progress from a broader viewpoint.

Cooperate To Cut Machinery Costs. By John M. Bailey. Reprint 304, 1965. 2 pp.

Lists advantages for small farmers in sharing ownership and use of expensive farm equipment cooperatively. (Reprinted from August 1965 News for Farmer Cooperatives.)

Opportunities Probed for Forestry-Based Associations. By Clyde B. Markeson. Reprint 302, 1965. 4 pp.

Resume of conference of State Forestry-Based Cooperative Advisory Groups at Princeton, W. Va. Gives points on potentials and possibilities for such associations. (Reprinted from July 1965 News for Farmer Cooperatives.)

Comfort Me With Apples ... By Beryle E. Stanton. Reprint 267, 1963. 8 pp.

Relates how a new cooperative used the RAD program of the Department of Agriculture and the Area Redevelopment Administration of the Department of Commerce to build new markets for apples. (Reprinted from September 1963 News for Farmer Cooperatives.)

Cooperatives - A Force for Stronger Rural Communities. By John A. Baker. Reprint 248, 1963. 2 pp.

Explains what cooperative people can do to help restore and rejuvenate rural communities, especially by working with the Rural Areas Development program. Tells how cooperatives have proved a business asset to the community. (Reprinted from January 1963 News for Farmer Cooperatives.)

TAXATION

How the Adjustable Revolving Fund Capital Plan Works. By Nelda Griffin. General Report 111, 1963. 8 pp.

Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives. Evaluates the adjustments necessary to change to an adjustable revolving fund capital plan and the advantages and disadvantages of this plan.

How the Revenue Act of 1962 Affects Farmer Cooperatives. By Raymond J. Mischler and David Volkin. General Report 105, 1962. 53 pp.

Discusses effects of Act on tax treatment of farmer cooperatives and patrons and tax reporting required. Presents section of law dealing with farmer cooperatives and Senate Report on this section.

Tax Treatment of Per Unit Capital Retains. By D. Morrison Neely and David Volkin. Information 51, 1966. 13 pp.

Discusses application of the new regulations of the Treasury Department on the tax treatment of per unit retain certificates issued by cooperatives.

Handling Net Margins Under the New Tax Law. By Raymond J. Mischler. Information 39, 1963. 12 pp.

Describes alternative methods farmer cooperatives can use in conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution of patronage refunds by farmer cooperatives.

Reprints - News for Farmer Cooperatives

114 - Following Cooperative Principles and Law

115 - Co-ops Now Rest on Solid Legal Ground

NEWS FOR FARMER COOPERATIVES

Cooperative Marketing Act Anniversary. News for Farmer Cooperatives, July 1966. 20 pp.

Celebrates the 40th anniversary of the Cooperative Marketing Act of 1926 and shows how work in the U.S. Department of Agriculture has helped cooperatives make progress since passage of the Act.

Progress and Prospects for Rural Cooperatives, News for Farmer Cooperatives, January 1966. 32 pp.

Annual review issue of the Farmer Cooperative Service. Gives examples of how FCS operates under broad policy outlines, participates in governmentwide programs, and helps developing countries. Also shows how it helps cooperatives fit into new market structures, adapt their cooperative structure to the times, move products and supplies efficiently, and keep the public and members informed.

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Cooperative Month Observance and Communications. News for Farmer Cooperatives, October 1965. 32 pp.

Ties in recognition by the U.S. Department of Agriculture of October as Cooperative Month with the need for improved cooperative communications. Presents case histories by cooperative communicators on how they express the real voice of their cooperatives.

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Special Communications Issue. News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

A Chain of Cooperative Progress - USDA Centennial Issue. News for Farmer Cooperatives, June 1962. 28 pp.

Reviews the landmarks of the work by the U.S. Department of Agriculture with and for farmer cooperatives. Discusses this work under the major heads of marketing, purchasing, and management services. Includes a list of books on co-op progress.

Effective Communications - Core of Co-op Success. News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the News. Lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

Formulas for Annual Meetings. News for Farmer Cooperatives, July 1953. 16 pp.

Several farmer cooperatives provided these articles for the News for Farmer Cooperatives on how to conduct effective meetings.

Indexes - News for Farmer Cooperatives. Volumes 8-16. April 1941-March 1950. 34 pp. Volumes 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, and 27-28. [Last Index available]

Indexes of articles in News for Farmer Cooperatives. Of interest to persons having permanent files of this periodical.

MANAGEMENT SERVICES

MANAGEMENT

Recognizing the Ideal Cooperative Director. By Irwin W. Rust. Educational Circular 26. 9 pp.

Identifies qualities of a good director and offers some guidelines for members to use in judging the potential of a nominee for this important position.

Directors of Cooperatives and Their Wives - A Good Member Relations Team. By Irwin W. Rust. Educational Circular 25, 1965. 11 pp.

Suggests ways wives can be of help to their director husbands, both at home and in cooperative meetings and activities. Stresses value of women participating in director activity in member relations fields.

Using Cooperative Directors To Strengthen Member Relations. By Irwin W. Rust. Educational Circular 23, 1965. 8 pp.

Discusses the role of directors as doers as well as planners by taking part in various activities and by communicating through various channels. Also gives another viewpoint - that directors should be merely planners.

Creating Training Programs for Cooperative Directors. By Irwin W. Rust. Educational Circular 22, 1965. 14 pp.

Points out that good directors are not born, they are made. Gives views on when training program should start and describes some of these programs. Purpose is to stimulate thinking rather than to solve specific problems.

Assuring Democratic Election of Cooperative Directors. By Irwin W. Rust. Educational Circular 21, 1965. 14 pp.

Describes the proper legal framework and well-informed membership a cooperative must have before electing directors democratically. Also tells who chooses the nominees, how they are selected, and ways to let members know qualifications of nominees.

Managing Farmer Cooperatives. By Kelsey B. Gardner. Educational Circular 17, 1963. 20 pp.

Identifies the members of the management team - members, directors, and the manager - and tells what their duties and responsibilities are.

Improving Management of Farmer Cooperatives. By Milton L. Manuel. General Report 120, 1964. 47 pp.

Discusses management from viewpoints of functions of planning, organizing, directing, and controlling and of people involved. Intended primarily for directors, managers, and other key employees of local cooperatives.

Employee Incentive Plans of Farmer Cooperatives - Case Studies. By Nelda Griffin. General Report 104, 1962. 151 pp.

Describes in detail the employee incentive programs of five farmer cooperatives. Includes actual plans in use, incentive payment plans, retirement plans, group insurance, and other fringe benefits.

Director Committees of Farmer Cooperatives. By Nelda Griffin, Helim H. Hulbert, and David Volkin. General Report 85, 1960. 25 pp.

Describes standing and special board committees; duties, responsibilities, authority, and size of committees; and committee meetings. Also evaluates special board committees.

Directors of Regional Farmer Cooperatives - Selection, Duties, Qualifications, Performance. By David Volkin, Nelda Griffin, and Helim H. Hulbert. General Report 83, 1960. 40 pp.

Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.

Bylaw Provisions for Selecting Directors of Major Regional Farmer Cooperatives. By Helim H. Hulbert, David Volkin, and Nelda Griffin. General Report 78, 1960. 40 pp.

Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.

Number of Full-Time Employees of Farmer Cooperatives. By Nelda Griffin. General Report 73, 1960. 21 pp.

Presents 1957 national estimates of full-time employees in 9,827 farmer marketing, farm supply, and related service cooperatives in the United States.

Management Training Among Farmer Cooperatives. By David Volkin and Nelda Griffin. General Report 65, 1959. 92 pp.

An inventory and appraisal of training programs of marketing and farm supply cooperatives in the United States. Shows types of training, types of officials receiving training, agencies sponsoring training, areas of training received and needed, and sources of training material.

Employee Incentive Plans in Farmer Cooperatives, 1957. By Nelda Griffin. General Report 62, 1959. 40 pp.

Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.

Selecting and Electing Directors of Farmer Cooperatives. By Nelda Griffin, H. N. Weigandt, K. B. Gardner. General Report 14, 1955. 33 pp.

Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.

Extent of Traffic Management in Farmer Cooperatives. By Robert J. Byrne. Information 44, 1964. 8 pp.

Reports on the results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management.

Cooperative Destiny - It's Up to You. By Joseph G. Knapp. Information 30, 1962. 12 pp.

Tells what individuals - members, directors, and managers - can do to help erect strong effective cooperative organizations with a built-in capacity for survival and growth.

Providing Equitable Treatment for Large and Small Members. By Irwin W. Rust. Information 21, 1961. 15 pp.

Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.

Director and Management Teamwork Means Cooperative Progress. By Melvin Sims. Reprint 254, 1963. 2 pp.

Examines the action and abilities necessary to build successful director-manager teamwork, make a strong organization, and insure cooperative progress. (Reprinted from March 1963 News for Farmer Cooperatives.)

Good Management - Key to Co-op Success. Reprint 52, 1953. 24 pp.

Includes several articles reprinted from the News for Farmer Cooperatives dealing with the importance of good management.

Directors Drivewheel of Cooperatives. Reprint 2, Section A, 1951. 28 pp.

Brings together in one place a number of articles published in News for Farmer Cooperatives on jobs, duties, and problems of directors.

Reprint 2, Section B, 1957. 19 pp.

Carries some later articles appearing in the News for Farmer Cooperatives describing the jobs, duties, and problems of a director.

MEMBER AND PUBLIC RELATIONS

COMMUNICATIONS

Communications Vital to Cooperatives. By Beryle E. Stanton. Bulletin 1 Reprint 5. 16 pp.

Describes how communications in cooperatives developed from the simple and the casual to the complex and far-reaching systems of today. Discusses people to reach, communications methods used, and need for constant adjustments in communications activities.

Should Cooperatives Tighten Membership Requirements? By Irwin W. Rust. Educational Circular 27, 1966. 9 pp.

Gives a sampling of thoughts by cooperative leaders as to whether or not membership requirements should become more strict. Discusses how such requirements might be tightened.

What Cooperative Members Should Know. By Irwin W. Rust. Educational Circular 24, 1965. 10 pp.

Points out that members should be well informed on the operations of the organization. Should be of special interest to cooperative management including boards of directors, and information and education staff members.

Exploring Communication Processes in a Farmer Cooperative - A Case Study. By James H. Copp and Irwin W. Rust. General Report 97, 1961. 32 pp.

Discusses four elements of the communications network within the cooperative and makes specific recommendation for improvement.

How Do Members Use a Co-op Paper? By Job K. Savage. General Report 30, 1957. 48 pp.

Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.

Making Your Membership Publication Do the Job. Information 13, 1960. 8 pp.

Contains suggestions designed to help smaller cooperatives prepare inexpensive membership publications or newsletters.

Cooperative Month Observance and Communications. News for Farmer Cooperatives, October 1965. 32 pp.

Ties in recognition by the U.S. Department of Agriculture of October as Cooperative Month with the need for improved cooperative communications. Presents case histories by cooperative communicators on how they express the real voice of their cooperatives.

Special Communications Issue. News for Farmer Cooperatives, August 1962. 20 pp.

Describes strides by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

Effective Communications - Core of Co-op Success. News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the News, lays the framework of the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

Co-op Editors Antennas Fixed on the Why and the How. By Beryle E. Stanton. Reprint 268, 1963. 7 pp.

Reports on conference held by the Cooperative Editorial Association in cooperation with the University of Wisconsin. Also contains some of winners in CEA photography contest. (Reprinted from October 1963 News for Farmer Cooperatives.)

The Right To Know. By Joseph G. Knapp. Reprint 240, 1962. 2 pp.

Stresses the importance of keeping members adequately informed so they may help keep their cooperative at top operation and also function better as members. (Reprinted from August 1962 News for Farmer Cooperatives.)

When Members Talk ... By Oscar R. LeBeau and J. C. Eiland. Reprint 200. 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations on their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

Annual Reports - Perennial Problems. Reprint 179, 1959. 15 pp.

Six reprints of articles from the News for Farmer Cooperatives by the staff and others on the problems of producing an effective annual report.

Membership Publications Tell Co-op Story. Reprint 5, 1951. 20 pp.

Reprints of a number of articles taken from News for Farmer Cooperatives on the subject of membership relations.

MEETINGS

Making the Most of Your Co-op Annual Meeting. By Oscar R. LeBeau and French M. Hyre. Circular 22, 1957. 38 pp.

Suggests ways for getting attendance and holding more effective meetings.

"Mr. Chairman --" Information 6, 1957. 12 pp.

Reprint from the News for Farmer Cooperatives on parliamentary law, order of business, and what constitutes a quorum at a meeting.

Formulas for Annual Meetings. News for Farmer Cooperatives, July 1953. 16 pp.

Several farmer cooperatives provided these articles for the News for Farmer Cooperatives on how to conduct effective meetings.

Ideas for Making Annual Meetings Effective. Reprint 9, 1951. 20 pp.

Contains reprints of articles from News for Farmer Cooperatives on how to improve annual meetings.

MEMBER PARTICIPATION

How Women Help Their Farmer Co-ops. By John H. Heckman and Oscar R. LeBeau. Circular 15, 1957. 43 pp.

Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.

Directors of Cooperatives and Their Wives - A Good Member Relations Team. By Irwin W. Rust. Educational Circular 25, 1965. 11 pp.

Suggests ways wives can be of help to their director husbands, both at home and in cooperative meetings and activities. Stresses value of women participating in director activity in member relations fields.

What Cooperative Members Should Know. By Irwin W. Rust. Educational Circular 24, 1965. 10 pp.

Points out that members should be well informed on the operations of the organization. Should be of special interest to cooperative management, boards of directors, and information and education staff members.

Using Cooperative Directors To Strengthen Member Relations. By Irwin W. Rust. Educational Circular 23, 1965. 8 pp.

Discusses the role of directors as doers as well as planners by taking part in various activities and by communicating through various channels. Also gives another viewpoint - that directors should be merely planners.

Membership Practices of Local Cooperatives. By Oscar R. LeBeau. General Report 81, 1960. 26 pp.

Discusses a variety of devices and practices that local farm supply and marketing cooperatives find useful in maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.

Making Member Relations Succeed. By Irwin W. Rust. Information 32, 1963. 16 pp.

Describes change in cooperative-member relationships and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.

Stepping Stones to Good Member Relations. By Luther E. Raper. Information 29, 1962. 28 pp.

Distills Mr. Raper's many years of experience as head of membership relations activities for Southern States Cooperative, Richmond, Va.

Suggested Steps for Improved Member Relations. By Oscar R. LeBeau. Information 12, 1960. 4 pp.

Reprint of an article from the News for Farmer Cooperatives on 15 ways to improve member relations in farmer cooperatives.

Special Communications Issue. News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward taken by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

Does Your Cooperative Need Informed Patrons? By Ora Callahan. Reprint 292, 1965. 4 pp.

Gives information on how to fashion an educational program to increase interest among young farmers in their cooperatives. Results of a survey conducted in Indiana. (Reprinted from March 1965 News for Farmer Cooperatives.)

The Human Problem - Why Some Mergers Fail. By John P. Comstock. Reprint 260, 1963. 2 pp.

Goes into some of the problems arising through mergers such as community loyalties and rivalries, affinity for "what is ours," pressure groups, group identification, and time of merger attempt. (Reprinted from May 1963 News for Farmer Cooperatives.)

When Members Talk ... By Oscar R. LeBeau and J. C. Eiland. Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

Member Participation ... What, How, and Why? Reprint 103, 1955. 8 pp.

Includes three articles from the News for Farmer Cooperatives entitled "What Does Participation Mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"

PUBLIC RELATIONS

Planned Public Relations - In Modern Cooperative Business. By Martin A. Abrahamsen. Information 10, 1959. 28 pp.

Discusses the framework for public relations among farmer cooperatives. Examines basic fundamentals of public relations and the various public cooperatives deal with. These include, local, State, and national groups.

Farmer Cooperatives and the Community. By John H. Heckman. Information 8, 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms some of the situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community and then highlighting ways to work with these groups.

Special Communications Issue. News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward taken by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising. Highlights a number of cooperative meetings for communication people.

What State Co-op Councils Can Offer Member Co-ops. By Paul O. Mohn. Reprint 264, 1963. 4 pp.

Emphasizes four principal functions State co-op councils can perform: Liaison, education, legislative, and service. (Reprinted from June 1963 News for Farmer Cooperatives.)

Let's Look at the Councils' Record. Reprint 230, 1962. 12 pp.

Highlights the 1961 activities of 21 State Cooperative Councils in 20 States as seen by an officer in each of these councils. (Reprinted from February 1962 News for Farmer Cooperatives.)

New Ideas on Public Relations. Reprint 57, 1953. 20 pp.

Furnishes more recent articles on education and public relations activities, reprinted from the News for Farmer Cooperatives to supplement Reprint 11.

Public Relations Inevitable. Reprint 11, 1951. 32 pp.

This 32-page reprint contains many articles published in News for Farmer Cooperatives on education and public relations vital to cooperative operation.

YOUTH

Cooperative Business Training for Farm Youth. By Oscar R. LeBeau and John H. Heckman. Circular 1, 1953. 54 pp.

Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.

Farmer Cooperatives in Our Community. By A. W. McKay. Educational Circular 12, 1956. 40 pp.

An outline for classes and discussion groups describing the way farmer cooperatives have developed in a typical rural community.

Cooperatives - One of Four Kinds of Business Firms. Educational Aid 7, 1966. 8 pp.

Outlines suggested procedure by two youth club members in describing the four ways of doing business and includes symbols to be used in the presentation.

The Director's Role in Member Relations of a Cooperative. By Oscar R. LeBeau and Owen K. Hallberg. Educational Aid 6, 1964. 19 pp.

Contains a description of directors' services and is designed to be used as a flannelgraph presentation with cutouts illustrated in the text.

The American Private Enterprise System. By Oscar R. LeBeau. Educational Aid 5, 1962. 18 pp.

Contains an illustrated talk on the American private enterprise system, and shows how the American business system works and its relationship to other activities in the community.

Better Living. Educational Aid 3, 1955. 30 pp.

Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.

4-H Clubs and Cooperatives. Educational Aid 2, 1955. 16 pp.

Reprint of articles appearing in News for Farmer Cooperatives on 4-H clubs and their cooperative activities.

Farmer Cooperation ... An American Way. Educational Aids 1-A and 1-G, 1954 and 1956. 7 and 9 pp.

Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.

School-Related Activities of Farmer Cooperatives. By Oscar R. LeBeau. Information 17, 1961. 8 pp.

Develops points concerning the value of cooperative educational activities; summarizes briefly pertinent research findings; and tells about some recent developments in school-related activities of farmer cooperatives.

Cooperatives' Future Rests on Youth Education. By Walter L. Patterson, Jr. Reprint 315, 1966. 2 pp.

Reports on what several cooperatives are doing in the way of youth education to build an image of leadership and concern for the agricultural economy and its future. (Reprinted from April 1966 News for Farmer Cooperatives.)

Given Half a Chance ... By William Whyte. Reprint 276, 1964. 2 pp.

Describes a pilot project of three cooperatives and three high schools in Pennsylvania and the State Department of Public Instructions to produce graduates in agri-business. Points out other U.S. cooperatives may be able to call on high schools for help in recruiting and training employees. (Reprinted from April 1964 News for Farmer Cooperatives.)

FGDA - And Youth Have Say. By Catherine E. Hardy. Reprint 261, 1963. 4 pp.

Describes the youth program of Farmers Grain Dealers Association of Iowa, Des Moines, and tells how the young people prepare for and compete in the co-op's annual public speaking contest. Gives highlights of the association's 49th annual convention. (Reprinted from May 1963 News for Farmer Cooperatives.)

COOPERATIVES IN OTHER COUNTRIES

A Look at Agricultural Cooperatives in India. By Martin A. Abrahamsen. Circular 28, 1961. 43 pp.

A first-hand observation of operations of agricultural cooperatives in India.

La Coopérative Fédérée De Québec - Integrated and Multi-purpose Operations. By L. B. Mann. General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

U.S. Grain to Cattle in Spain Via Long-Term Credit Sale. By Elinor Sylvester. Reprint 311, 1965. 4 pp.

Reports results of a \$35 million private trade agreement with the Spanish Cooperative for the Commercialization of Farm Products (COES) under a Food for Peace Credit Sale. (Reprinted from December 1965 News for Farmer Cooperatives.)

Word Cooperative - A World Rallying Point. Reprint 300, 1965. 35 pp.

Describes the contributions cooperatives and their national organizations in this country are making to help the emerging countries develop sound cooperatives.

A.I.D.'s Three Little Pigs ... By Herbert J. Waters. Reprint 277, 1964. 4 pp.

Tells how peasants in Vietnam boosted their income through co-op know-how and assistance from the Agency for International Development. (Reprinted from April 1964 News for Farmer Cooperatives.)

Co-ops Helping Latin America Change. By Calvin L. Dahncke. Reprint 259, 1963. 4 pp.

Summarizes a progress report on Latin American cooperatives. Shows how these cooperatives are helping increase farmers' income and improve their standard of living. Describes operations of various types of cooperatives. (Reprinted from April 1963 News for Farmer Cooperatives.)

How Cooperatives Came to Puno and Pontianak. By Irwin W. Rust. Reprint 236, 1962. 4 pp.

Outlines two examples of cooperative success in widely separated parts of the world and shows how the right kind of leadership, combined with hard work by the people themselves, can accomplish good results with a small amount of capital. (Reprinted from May 1962 News for Farmer Cooperatives.)

Co-ops and New AID Policy. Reprint 234, 1962. 4 pp.

Highlights policy actions of the Agency for International Development to encourage cooperatives in countries abroad. (Reprinted from April 1962 News for Farmer Cooperatives.)

250 Leaders Map Plans for Co-op Action at First Inter-American Cooperative Congress. By Beryle Stanton. Reprint 231, 1962. 4 pp.

Reports on results of, and recommendations from, this conference held at Bogota, Colombia, in November 1961. (Reprinted from February 1962 News for Farmer Cooperatives.)

Credit Unions in Fiji. Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands. (Reprinted from December 1961 News for Farmer Cooperatives.)

Co-ops in Other Lands. Reprint 23, Section B, 1958. 40 pp.

A series of articles appearing in News for Farmer Cooperatives on cooperatives in other lands.

TRANSPORTATION

Costs and Practices of Selected Cooperatives in Operating Bulk-Feed Trucks. By Thomas H. Camp. General Report 132, 1965. 21 pp.

Based on the operations of 7 selected cooperatives with fleets of from 8 to 37 trucks.

Motortruck Operating Costs of Farmer Cooperatives. By Thomas H. Camp. General Report 121, 1964. 16 pp.

Gives in detail the motortruck operating costs of 20 farmer cooperatives. Discusses types of trucks used, miles traveled, and operating costs per mile.

Motortruck Operations of Farmer Cooperatives. By William C. Bowser, Jr. General Report 109, 1963. 23 pp.

Reports number, types, and distribution of motortrucks owned or leased by farmer cooperatives. Covers type and size of motortrucks, size of truck fleets, trucks by size of cooperative, and over-the-road versus local hauling.

Transportation and Handling of Seed by Regional Cooperatives in the Southeast. By Charlie B. Robbins. General Report 101, 1962. 36 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 Southeastern States with suggestions for improving transportation, handling, and warehousing.

Piggyback Transportation for Pacific Northwest Cooperatives. By William C. Bowser, Jr. General Report 86, 1960. 32 pp.

Explores use of piggyback transportation of cooperatively owned and operated motortrucks on railroad flatcars. Also compares charges and costs to shippers under two piggyback plans.

Safety-Checking Handling Practices To Reduce Livestock Losses. By Joseph E. Rickenbacker. Information 45, 1964. 18 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

Extent of Traffic Management in Farmer Cooperatives. By Robert J. Byrne. Information 44, 1964. 8 pp.

Reports on the results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management. Concludes better management of transportation expenditures could help reduce costs.

Safety-Checking Livestock Trucking To Reduce Loss and Damage. By Joseph E. Rickenbacker. Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

Safety-Checking Livestock Handling Facilities. By Joseph E. Rickenbacker. Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Motortruck Leasing by Farmer Cooperatives. By William C. Bowser, Jr. Information 14, 1961. 16 pp.

Answers requests from farmer cooperatives for information concerning the various aspects of leasing versus the outright purchase of motortrucks.

Losses in Transporting and Handling Grain by Selected Grain Marketing Cooperatives. By Joseph E. Rickenbacker and Wm. H. Thompson. Marketing Research Report, 766 1966. 66 pp.

Describes conditions in transporting grain that lead to loss and damage and outlines extent of such losses, their economic significance, and relationship to various transportation and handling factors.

Losses from Handling Sheep and Lambs. By Joseph E. Rickenbacker. Marketing Research Report 544, 1962. 28 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

Loss and Damage in Handling and Transporting Hogs. By Joseph E. Rickenbacker. Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

Handling Conditions and Practices Causing Bruises in Cattle. By Joseph E. Rickenbacker. Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise tests, bruise losses, causes of bruises, and some implications of the survey.

Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption. By James R. Snitzler and Robert J. Byrne. Marketing Research Report 316, 1959. 88 pp.

Discusses volume of shipments, market analysis, processors' opinions on use of rail and truck transportation, rail and truck freight rates, and motor carrier cargo insurance and equipment.

Causes of Losses in Trucking Livestock. By Joseph E. Rickenbacker. Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions - overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, end gates with open angle irons and certain handling abuses, which are some of the major reasons for livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States. By Joseph E. Rickenbacker. Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

Grain Transportation Losses Challenge Grower Returns. By Joseph E. Rickenbacker. Reprint 257, 1963. 2 pp.

Tells how and where most grain losses occur in rail transportation. (Reprinted from May 1963 News for Farmer Cooperatives.)

COOPERATIVE MARKETING

Increasing the Marketing Strength of Farmers. By J. Kenneth Samuels. Information 43, 1964. 22 pp.

Examines changes in the production and marketing of food and fiber. Tells how farmers achieve market strength and why they use cooperatives. Points out what cooperatives need to do to help farmers improve their bargaining position.

50 Years of Cooperative Progress Linked with USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes cooperative legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

COTTON AND COTTONSEED

Using Gin Machinery More Effectively. By Otis T. Weaver and Daniel H. McVey. Bulletin 7, 1955. 36 pp.

Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.

Cotton Cooperatives on the Plains of Texas: Services and Benefits. By Henry Bradford. Circular 33, 1966. 54 pp.

Analyzes the operations of four regional cotton cooperatives with headquarters in Texas and points up reasons for their success.

Crushing Cottonseed Cooperatively. By Elmer J. Perdue. Circular 30, 1962. 23 pp.

Discusses important facts about the basis for organization, organizational structure, and operating policies and practices of cooperative cottonseed oil mills. Brings up to date FCA Circular C-114, originally published in 1939.

SWIG - Southwestern Irrigated Cotton Growers Association, El Paso, Texas. By Otis T. Weaver. Circular 29, 1962. 65 pp.

Describes the early 1960 setup and operations of this association, and then reviews important events in its history.

Using Your Co-op Cotton Gin. Educational Circular 15, 1959. 18 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Oklahoma Cotton Cooperatives. By John D. Campbell. General Report 108, 1963. 11 pp.

Reviews organization and activities of three types of cotton cooperatives. Tells how these work closely together and provide growers with valuable processing and marketing services.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas - 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

Costs of Using Cotton Basket Storage Systems - California and Texas. By John D. Campbell. Marketing Research Report 736, 1965. 25 pp.

Determines the approximate cost of using basket-storage systems. In addition, shows information on costs for selected volumes, factors that affect costs, and problems and prospects for basket storage.

Economics of Delinting Cottonseed to Low Residual Linters at Oil Mills. By Elmer J. Perdue and S. P. Clark. Marketing Research Report 720, 1965. 14 pp.

Analyzes costs of delinting second-cut or chemical grade linters and revenues to be expected from them.

Costs of Ginning Cotton by Cooperatives at Single-Gin and Two-Gin Plants, California and Texas, 1962. By John D. Campbell. Marketing Research Report 640, 1964. 31 pp.

Determines and compares costs of ginning cotton in single-gin and two-gin multiple plants at the same location in California and Texas. Presents such costs to assist cotton growers when they are planning expansion of gin facilities and to help gins improve their operating efficiency.

Power Expenses of Cotton Gins - by Types of Power - Arkansas, Oklahoma, Texas. By John D. Campbell. Marketing Research Report 520, 1962. 47 pp.

Compares expenses from equal amounts of gin power from different types and sources, and provides information on choosing the most economical source of gin power.

Effects of Electric Rates on Power Expenses of Cotton Gins (Arkansas, Oklahoma, and Texas). By John D. Campbell. Marketing Research Report 470, 1961. 32 pp.

Presents the effect of rate schedules on the cost of electricity to cotton gins; explains how power companies measure electricity and the terms they use; and compares cost to gins under 32 rate schedules.

Controlling Protein Level of Meal Production at Cottonseed Oil Mills. By Elmer J. Perdue and J. Dale Peier. Marketing Research Report 437, 1960. 11 pp.

Compares the press control and the meal room control methods as they relate to maintaining uniformity of meal production.

Baling Cotton at Gins - Practices and Costs, Flat-Standard - High Density Bales. By John D. Campbell and R. C. Soxman. Marketing Research Report 386, 1960. 48 pp.

Reports on the performance and cost of flat, standard density, and high density cotton gin bale presses and bales. Prepared jointly by Agricultural Marketing Service and Farmer Cooperative Service.

DAIRY PRODUCTS

Criteria for Evaluating Dairy Cooperatives. By Stanley F. Krause and Joseph M. Cowden. Bulletin 14, 1962. 42 pp.

Provides a set of criteria designed for use in appraising dairy cooperatives to determine if they meet acceptable standards as cooperatives and will continue to do so. Includes basic legal provisions and discussion of principles and characteristics of farmer cooperatives.

Seasonal Milk Pricing Plans. By Stanley F. Krause. Bulletin 12, 1958. 54 pp.

Describes plans used to even out deliveries - base-excess plans, fall premium plans, seasonal variations in class prices, and seasonal incentive of other price provisions.

Pricing Milk According to Use. By Stanley F. Krause. Bulletin 6, 1955. 50 pp.

Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.

How Manufacturing Co-ops Market Grade A Milk. By Donald R. Davidson. Circular 26, 1960.

Surveys 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and shows the advantages and disadvantages of adding a Grade A operation. Includes detailed analyses of three selected concerns.

Vending Milk in Small Containers, by Cooperatives and Others. By Hughes H. Spurlock and Donald E. Hirsch. Circular 20, 1957. 31 pp.

Tells of the experiences of nearly 200 operators vending milk indoors in small containers. Indicates there are no infallible tests to determine whether a cooperative should engage in milk vending.

Comparing Bulk and Can Milk Hauling Costs. By Joseph M. Cowden. Circular 14, 1956. 13 pp.

Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs.

Selecting a Program for Butterfat Sampling. By Homer J. Preston. Circular 11, 1956. 18 pp.

Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed to the less technical audience.

Progress in Farm-to-Plant Bulk Milk Handling. By Noel Stocker. Circular 8, 1954. 53 pp.

Reports on extent, location, and practices of dairy firms - cooperatives and others - in adopting bulk milk handling.

Fall Premium Milk Pricing Plans. By Norris T. Pritchard. Circular 4, 1952. 39 pp.

Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.

Cooperative Marketing of Nonfat Dry Milk to Commercial Outlets. By Earl B. Miller. General Report 129, 1965. 15 pp.

Reviews the successes and problems of nonfat dry milk operations in 11 farmer cooperatives manufacturing one-third of total U.S. production and of 20 commercial firms representing the major types of users of nonfat dry milk.

Impact of Dairy Cooperatives on Federal Order Milk Markets. By Donald R. Davidson. General Report 114, 1963. 48 pp.

Describes the role played by dairy cooperatives within the Federal order milk markets. Shows that these cooperatives handled four-fifths of the 45 billion pounds of milk sold in these markets.

Multiquart Containers - Their Effect on Milk Packaging and Handling Costs in Selected Cooperatives. By William J. Monroe. General Report 90, 1961. 42 pp.

Analyzes the costs and some of the problems associated with both glass and paper multiquart containers.

Milk Receiving Costs During Shift From Can to Bulk. By James B. Roof. General Report 77, 1960. 27 pp.

Analyzes the receiving costs of 10 milk receiving plants in the Chicago milkshed. Compares these costs before, during, and after conversion to bulk methods, shows the costs of changing from can to bulk, and isolates the factors associated with these changes.

Integrated Dairy Operations Through Farmer Cooperatives. By Anne L. Gessner. General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Grade A Milk Marketing by Manufacturing Co-ops. By Donald R. Davidson. General Report 56, 1959. 46 pp.

Gives results from a study of 81 manufacturing cooperatives in Minnesota, Wisconsin, and Iowa that are handling Grade A milk. Examines their size, location, and other major factors that determine the kind and number of Grade A marketing functions a cooperative can perform.

Multiquart Containers - Their Significance in Dairy Cooperatives. By William J. Monroe. General Report 54, 1959. 16 pp.

A study of the practices and problems of 187 dairy cooperatives handling multiquart containers. Examines the characteristics of these associations, the increasing significance of multiquart containers, and the influences of these containers on various phases of milk operations, including distribution problems, costs, sales, practices, volume, and methods of competing.

FRUITS AND VEGETABLES

Sunkist Growers, Inc. - A California Adventure in Agricultural Cooperation. By Irwin W. Rust and Kelsey B. Gardner. Circular 27, 1960. 120 pp.

Presents information on this well-known farmer cooperative that is of interest to all students of agricultural cooperation. Discusses Sunkist history, describes important changes in organizational structure and operations, and calls attention to reasons for the association's success.

Using Your Fruit and Vegetable Co-op. Educational Circular 7, 1955. 12 pp.

Discusses some of the duties of a cooperative member such as financing the cooperative, helping to run it, profiting through experience, extending cooperative services, practicing sound merchandising, building good public relations, and solving cooperative problems.

Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States. By Martin A. Blum. General Report 84, 1960. 63 pp.

Shows how 31 selected grower-owned and controlled marketing organizations near large urban areas solved marketing problems of producers. Organizations surveyed, located near large consuming centers in 10 States, included 27 farmer cooperatives.

Pooling and Other Grower Payment Methods as Used by Local Fruit, Vegetable, and Tree Nut Cooperatives. By Clyde B. Markeson. General Report 67, 1959. 44 pp.

Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.

Improving Farmers' Income Through Cooperative Bargaining. By Wendell M. McMillan. Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally. Covers fruit and vegetable bargaining cooperatives and the effect of bargaining cooperatives on farmers' income.

Some Facts About Fruit and Vegetable Bargaining Co-ops. By Wendell M. McMillan. Information 11, 1959. 14 pp.

Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Pooling by Florida Citrus Cooperatives Following the 1962 Freeze. By Fred E. Hulse, H. G. Hamilton, and Julian R. Meiten. Marketing Research Report, 764 1966. 24 pp.

Describes how 27 local packinghouse associations in Florida maintained the dual standards of equal treatment and efficient operation after the 1962 freeze.

Peanut Handling: Economic Implications of the Shift From Bag to Bulk. By Richard A. King, Gilbert W. Biggs, E. Walton Jones, and Billy R. Miller. Marketing Research Report 711, 1965. 29 pp.

Identifies the direction and size of the changes taking place and suggests possible courses of action for growers, first buyers, and processors.

Marketing Virginia White Potatoes - Buyers' Preferences and Practices. By Harold J. Jolley and Frank W. Bell. Marketing Research Report 682, 1964. 45 pp.

Based on a study to develop information on general trends in the potato industry, and to find how buyers view the Virginia industry as compared with other areas.

Economic Aspects in Marketing Florida Avocados. By Clyde B. Markeson. Marketing Research Report 614, 1963. 52 pp.

Points out characteristics and trends of the industry and their effect on Florida shippers and growers. Evaluates attempts to improve marketing and suggests changes to correct weaknesses and to improve distribution of crops for better prices.

Marketing Farmers' Stock Peanuts in the Virginia - North Carolina Area. By Gilbert W. Biggs, E. Walton Jones, and Richard A. King. Marketing Research Report 595, 1963. 70 pp.

Discusses marketing farmers' stock peanuts, grower selling practices and an analysis of these practices, and grower attitudes toward other marketing techniques. This is a joint study by Farmer Cooperative Service and the Department of Agricultural Economics, North Carolina State College.

Buying Farmers' Stock Peanuts in the Virginia-North Carolina Area. By Gilbert W. Biggs, Richard A. King, and E. Walton Jones. Marketing Research Report 555, 1962. 44 pp.

From a comprehensive study of the marketing of farmers' stock peanuts in the Virginia-North Carolina area. This first report emphasizes characteristics and practices of first-buyers. North Carolina State College cooperated in making the study.

Economic Considerations in Marketing Sweetpotatoes From the Eastern Shore of Virginia. By Clyde B. Markeson, Frank W. Bell, and Leo F. Zimmerman. Marketing Research Report 487, 1961. 56 pp.

Includes a discussion of marketing practices in the sweetpotato industry on the Eastern Shore of Virginia and suggestions as to how these practices may be improved. Among the suggestions were to grade more sweetpotatoes to U.S. standards, consider marketing agreements and orders, and evaluate use of cooperatives to consolidate sales strength.

Analysis of Returns and Practices of Florida Fresh Citrus Sales Organizations. By Fred E. Hulse. Marketing Research Report 345, 1959. 88 pp.

Analyzes the nature of the market for Florida fresh citrus fruit with respect to pricing policies and sales procedures. Also appraises the relationship between net returns to shippers and various factors which affect the sale of fruit and shows the combination of sales practices which produces the best net returns for shippers.

Marketing Adjustments Made by the Texas Citrus Industry to Freezes of 1949 and 1951. Wilbur F. Buck and Harold B. Sorensen. Marketing Research Report 328, 1959. 28 pp.

Reports on the adjustments made by 51 citrus marketing and processing firms to severe freezes. Shows how some closed their plants completely, how some eliminated citrus operations, and how others diversified their operations to handle other activities such as vegetable processing or cotton ginning and processing in addition to citrus operations.

Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption. Marketing Research Report 316, 1959. 88 pp.

Provides shippers, processors, transportation groups, and others concerned with information on the effects of the exemption upon the interstate transportation of frozen fruits and vegetables. Findings are based on analyses of information gathered in a nationwide survey of 107 fruit and vegetable processors and 55 motor carriers.

Costs of Canning Sweet Corn in Selected Plants. By E. C. Collins and Job K. Savage. Marketing Research Report 184, 1957. 48 pp.

An analysis of costs of canning sweet corn in seven plants - two of them cooperatively owned. This study should be helpful to others in improving their own plant operations by comparing operations. Analysis indicated canners could make substantial savings by increase in annual volume, daily volume, case yields per ton of products, and uniformity of raw product flow to the plant.

Bargaining Cooperatives Look to the Future. By Walter M. Furbay. Reprint 316, 1966. 2 pp.

Reports on content of the 10th National Fruit and Vegetable Bargaining Conference - held in Washington, D.C., for the first time - in terms of climate: Government, legal, general, and export. (Reprinted from the April 1966 News for Farmer Cooperatives.)

For 20 Years Fruits of Their Vines Go to Grape Growers. By Beryle E. Stanton. Reprint 310, 1965. 4 pp.

Describes the 20th anniversary of the National Grape Cooperative Association, Westfield, N.Y., and tells how members have increased their incomes and built up business operations since they acquired the Welch Grape Juice Company. (Reprinted from December 1965 News for Farmer Cooperatives.)

Comfort Me With Apples ... By Beryle E. Stanton. Reprint 267, 1963. 8 pp.

Relates how a new cooperative used the RAD program of the Department of Agriculture and the Areas Redevelopment Administration of the Department of Commerce to build new markets for apples, benefiting the community. (Reprinted from September 1963 News for Farmer Cooperatives.)

50 Years of Cooperative Progress Linked with USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

GRAIN

Grain Cooperatives. By Daniel H. McVey. Bulletin 1, Reprint 1. 24 pp.

Gives history, status, and trends among grain cooperatives.

New Country Elevators - Influence of Size and Volume on Operating Costs. By Thomas E. Hall. Circular 10, 1955. 29 pp.

Shows influences of size and volume on operating costs of local elevators in the hard winter wheat belt and offers suggestions on building new facilities. Among the suggestions were these: Appraise average volume to be handled, consider possible advantages of adding side line operations, and take into account trends toward larger volumes, trade territories, and elevators.

Using Your Co-op Elevator. Educational Circular 8, revised 1955. 12 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others. Discusses several duties a cooperative member has: Helping finance and run the cooperative, profiting from cooperative experience, extending the services of the cooperative, and helping to solve its problems.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas - 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

What Influences Off-Farm Grain Sales in Missouri? By Francis P. Yager. General Report 91, 1961. 24 pp.

Based on a survey of four Missouri areas, discusses factors affecting off-farm grain movement and what farmers and elevator operators consider important in selecting a grain buyer.

Pendleton Grain Growers - an Integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Cooperative Country Elevators in Montana. By Francis P. Yager. General Report 64, 1959. 28 pp.

Shows characteristics of Montana elevators, their receipts and sales, methods of transportation used, storage capacity, turnover, services rendered, number of employees, and salaries paid. Among other highlights, this report shows 97 percent of grain purchased moved by rail and that many country elevators had added sidelines to balance out their year-round operations.

Losses in Transporting and Handling Grain by Selected Grain Marketing Cooperatives. By Joseph E. Rickenbacker and Wm. H. Thompson. Marketing Research Report 766, 1966. 66 pp.

Describes conditions in transporting grain that lead to loss and damage and outlines extent of such losses, their economic significance, and relationship to various transportation and handling factors.

Economics of Flat Grain Storage Facilities in Kansas. By W. Robert Summitt and L. Orlo Sorenson. Marketing Research Report 685, 1964. 23 pp.

Results of a study of grain storage facilities in Kansas. Gives advantages and disadvantages of this type facility.

Economics of Grain Drying At Kansas Local Elevators. By J. C. Eiland and L. Orlo Sorenson (in cooperation with Kansas State University). Marketing Research Report 449, 1961. 64 pp.

Reports on grain drying operations at 10 Kansas local elevators and analyzes their direct drying and shrinkage costs for the period from August 1957 through July 1958. This report develops and analyzes budgeted direct drying costs for four sizes and types of dryers.

U.S. Grain to Cattle in Spain Via Long-Term Credit Sale. By Elinor Sylvester. Reprint 311, 1965. 4 pp.

Reports results of a \$35 million private trade agreement with the Spanish Cooperative for the Commercialization of Farm Products (COES) under a Food for Peace Credit Sale. (Reprinted from December 1965 News for Farmer Cooperatives.)

Grain Transportation Losses Challenge Grower Returns. By Joseph E. Rickenbacker. Reprint 257, 1963. 2 pp.

Tells how and where most grain losses occur in rail transportation and includes six suggestions for reducing or eliminating such losses. (Reprinted from May 1963 News for Farmer Cooperatives.)

When Members Talk ... By Oscar R. LeBeau and J. C. Eiland. Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

LIVESTOCK AND WOOL

Livestock Auctions in the Northeastern States. By C. G. Randell. Bulletin 8, 1956. 43 pp.

Gives useful material for improving livestock marketing methods and facilities.

Equity Cooperative Livestock Sales Association. By C. G. Randell. Circular 32, 1963. 78 pp.

Discusses history, present structure, services, and facilities, and member and public relations of this cooperative. Covers business volume, finances, sales outlets, marketing environment, and personnel. Includes an appraisal and recommendations.

Ways To Improve Livestock Auctions in the Northeast. By C. G. Randell. Circular 16, 1956. 10 pp.

Suggests improvements in location, design, and construction of facilities, equipment, and operations of livestock auctions in the Northeastern States.

Glades Livestock Market Association - A Florida Operation. By C. G. Randell. Circular 13, 1956. 63 pp.

Analyzes this auction's experience, giving an account of its operations, and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.

Feeder Calf Sales in the Southeastern States. By C. G. Randell and Anna E. Wheeler. Circular 9, 1955. 44 pp.

Discusses history, problems, and possibilities of feeder calf sales in the Southeastern States.

Producing and Merchandising Sausage in Small Plants. By C. G. Randell. Circular 5, 1963. 59 pp.

Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.

Using Your Livestock Co-op. Educational Circular 4, revised 1955. 16 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Using Your Wool Co-op. Educational Circular 2, revised 1954. 9 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Wool Pools - Organization, Practices, Services, and Problems. By Dale W. Wilson. General Report 127, 1965. 54 pp.

Assesses the many problems of wool pooling and recommends ways of organizing as well as improving the organization, practices, and services of grower groups. Of use to wool growers who market through pools.

The Wool Department of the Indiana Farm Bureau Cooperative Association, Inc. By Walter L. Hodde. General Report 113, 1963. 36 pp.

Describes operations of this organization and traces development of cooperative wool marketing in the State. Discusses handling, grading, and warehousing methods used, and the shearer-fieldman service.

Livestock Marketing Cooperatives in California - Their Progress, Policies, and Operating Methods. By R. L. Fox. General Report 98, 1961. 72 pp.

Gives a description of present markets and methods in the State, and the changes taking place in the marketing structure, and tells how livestock cooperatives can best meet producers' needs under today's economic conditions. Also evaluates a number of courses of actions producers could take.

A Livestock Market Is Born. By C. G. Randell. General Report 96, 1961. 36 pp.

Shows how Equity Cooperative Livestock Sales Association, Milwaukee, Wis., developed its Johnson City Auction. Gives a step by step description and analysis of the building of this market from inception to its opening for business. Discusses market promotion and financing plans, building and opening the market, and the benefits and advantages to farmers and packers.

Improving Livestock Marketing Efficiency - A Study of Nine Cooperative Livestock Markets in Ohio, Indiana, and Michigan. By Ira M. Stevens and R. L. Fox. General Report 39, 1958. 42 pp.

Covers results of a study of nine branch livestock markets representing three regional cooperatives in Ohio, Indiana, and Michigan, and suggests ways these and similar livestock markets can improve their efficiency.

Inedible Offal as a Hog Feed. By Bert D. Miner. General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Farmer Meat Packing Enterprises in the United States. By R. L. Fox. General Report 29, 1957. 21 pp.

Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.

Safety-Checking Handling Practices To Reduce Livestock Losses. By Joseph E. Rickenbacker. Information 45, 1964. 19 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

Safety-Checking Livestock Trucking To Reduce Loss and Damage. By Joseph E. Rickenbacker. Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

Safety-Checking Livestock Handling Facilities. By Joseph E. Rickenbacker. Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Recent Developments in Farmer Cooperative Meat Packing and Processing. By R. L. Fox. Information 18, 1961. 19 pp.

Gives background on growth of cooperative meat packing and processing, and includes some "watch points" any group of farmers need to consider before getting into this type of business.

Veal Calf Pooling - Improved Marketing Through Grading and Commingling. By John T. Haas. Marketing Research Report 615, 1963. 52 pp.

Discusses in detail the operating procedures of marketing agencies in Kentucky, Ohio, Tennessee, Virginia, and West Virginia. Concludes other areas might find veal calf pooling worthwhile.

Feeder Pig Pooling. By Ira M. Stevens and John T. Haas. Marketing Research Report 566, 1962. 59 pp.

Includes general data on feeder pig pooling in the United States. Contains a detailed discussion of operations of 45 sales agencies in Georgia, Kentucky, Missouri, Ohio, Tennessee, and Virginia.

Feeder Cattle Pooling. By Ira M. Stevens and John T. Haas. Marketing Research Report 565, 1962. 39 pp.

Describes the development of feeder cattle pooling, how pooled sales are operated, and effects of pooling on prices and costs. Includes recommendations on how to handle feeder cattle pooling.

Losses From Handling Sheep and Lambs. By Joseph E. Rickenbacker. Marketing Research Report 544, 1962. 21 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

Livestock Pooling - Improved Marketing Through Grading and Commingling. By Ira M. Stevens and John T. Haas. Marketing Research Report 510, 1961. 52 pp.

Discusses livestock pooling in the United States, evaluates pooling as an effective marketing tool, and offers suggestions on ways to improve and expand it.

Loss and Damage in Handling and Transporting Hogs. By Joseph E. Rickenbacker. Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

Handling Conditions and Practices Causing Bruises in Cattle. By Joseph E. Rickenbacker. Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise test, bruise losses, causes of bruises, and some implications of the survey.

Causes of Losses in Trucking Livestock. By Joseph E. Rickenbacker. Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions - overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons for livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States. By Joseph E. Rickenbacker. Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

POULTRY AND EGGS

Cooperative Marketing of Turkeys. By Henry W. Bradford and John J. Scanlan. Circular 23, 1957. 64 pp.

Traces development of turkey cooperatives, the types now operating, and outlines their procedures and organization.

Using Your Poultry and Egg Co-op. By John J. Scanlan. Educational Circular 9, 1955 - Slightly revised. 13 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Broiler and Turkey Feed Financing by Cooperatives. By George C. Allen and Charlie B. Robbins. General Report 118, 1963. 40 pp.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

Cost of Handling Eggs and Labor Output of Selected Cooperatives - Combined Report of Northeast, North Central, and Western Areas. By Harry E. Ratcliffe. General Report 88, 1961. 52 pp.

Compares statistics on total costs, direct unit costs of individual operations by associations, costs by type of packs, and output for a man-hour of labor.

Cost of Handling Eggs and Labor Output of Selected Cooperatives - Part III - Western. By Harry E. Ratcliffe. General Report 75, 1960. 34 pp.

Furnishes information on cost and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartonning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Cost of Marketing Eggs and Labor Output of Selected Cooperatives - Part II - North Central. By Harry E. Ratcliffe. General Report 72, 1960. 36 pp.

Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartonning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Why Egg Handling Costs Vary. By Harry E. Ratcliffe. Marketing Research Report 552, 1962. 74 pp.

Shows by individual operations how egg handling costs and labor output varied among cooperatives. Then shows how costs can be reduced by handling larger volumes, using labor saving equipment, more efficient use of labor, and by other means.

SPECIAL CROPS

FOREST

20 Years' Progress of Au Sable Forest Products Association. By Eliot W. Zimmerman and Clyde B. Markeson. Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes some fundamental principles needed to successfully operate timber marketing associations in general.

Opportunities Probed for Forestry-Based Associations. By Clyde B. Markeson. Reprint 302, 1965. 4 pp.

Resume of conference of State Forestry-Based Cooperative Advisory Groups at Princeton, W. Va. Gives points on potentials and possibilities for such associations. (Reprinted from July 1965 News for Farmer Cooperatives.)

Forest Products Co-op Shows Sturdy Growth. By Gordon D. Fox. Reprint 243, 1962. 3 pp.

Tells of the accomplishments of the Au Sable Forest Products Association, East Tawas, Mich. Explains how the cooperative got started and points out some of the lessons learned during its growth. (Reprinted from September 1962 News for Farmer Cooperatives.)

RICE

Marketing Rice Cooperatively. By Henry M. Bain. Circular 19, 1956. 30 pp.

Discusses services farmer cooperatives perform in drying and storing, marketing, processing, and merchandising rice.

PURCHASING

FARM SERVICES

CREDIT UNIONS

Using Your Rural Credit Union. By Arthur H. Pursell. Educational Circular 16, 1959. 10 pp.

Explains the organization and operations of rural credit unions and their place in the rural community. For county agents, extension workers, vocational agriculture teachers, students, and others.

Rural Credit Unions of the United States. By William F. Woods. General Report 131, 1965. 11 pp.

Contains information on 670 credit unions in the United States, that operate in 46 out of the 50 States. This means one or more credit unions are located in all but four States.

Rural Credit Unions in Southern Indiana. By Arthur H. Pursell. General Report 116, 1963. 24 pp.

Compares operations of the credit unions covered, discusses their methods of obtaining member capital, and describes their lending programs.

Rural Credit Unions in Nine Midwestern and Great Plains States. By Arthur H. Pursell. General Report 94, 1961. 28 pp.

Summarizes briefly the methods by which Consumers Cooperative Association, Kansas City, Mo., has helped its member associations organize rural credit unions and examines results.

How Cooperatives Use Credit Agencies To Meet Patron's Needs. By John M. Bailey, Arthur H. Pursell, and Russell C. Engberg. General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

The Romney Federal Credit Union and Its Contributions to the Community. By James A. Black. Information 42, 1963. 12 pp.

Describes the growth and activities of this West Virginia credit union and points out its contributions to the community.

The Rural Credit Union - A Place To Save and Borrow. By Arthur H. Pursell. Information 20, 1961. 4-fold.

Describes objectives and programs of rural credit unions, and tells where to obtain help in organizing a credit union. (Slight revision of Rural Resource Leaflet 8.)

Keys to Effective Rural Credit Unions. By Arthur H. Pursell. Information 19. 1961. 15 pp.

Summarizes methods or techniques used by credit union leaders in building successful programs.

How Cooperatives Came to Puno and Pontianak. By Irwin W. Rust. Reprint 236, 1962. 4 pp.

Outlines two examples of cooperative success in widely separated parts of the world and shows how the right kind of leadership, combined with hard work by the people themselves, can accomplish good results with a small amount of capital. (Reprinted from May 1962 News for Farmer Cooperatives.)

Financing Farmer Cooperatives in the Sixties. By Joseph G. Knapp. Reprint 224, 1961. 3 pp.

Discusses the financing needs of farmer cooperatives and the sources available to them for obtaining funds. Suggests more cooperatives should use their annual reports to explain their financing needs and methods. (Reprinted from October 1961 News for Farmer Cooperatives.)

Credit Unions in Fiji. Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands. (Reprinted from December 1961 News for Farmer Cooperatives.)

INSURANCE

Retirement Plans of Farmer Cooperatives. By French M. Hyre. Circular 21, 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

FROZEN FOOD LOCKER PLANTS

An Appraisal of Frozen Food Locker Cooperatives. By William R. Seymour and Bert D. Miner. General Report 117, 1963. 24 pp.

Points out changes taking place in operations of frozen food locker and freezer provisioning co-ops. Contains information on location, patronage, sales volume, processing volume, and merchandising activities.

Frozen Food Locker and Freezer Provisioning Plants in the United States. By Paul C. Wilkins. General Report 102, 1962. 2 pp.

Twenty-fourth annual count of frozen food locker plants by States as of January 1961.

Inedible Offal as a Hog Feed. By Bert D. Miner. General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Credit - An Aid to Freezer Provisioners. By Bert D. Miner. Information 27, 1962. 10 pp.

Explores influence of credit upon business volume of frozen food locker and freezer provisioning firms. Discusses characteristics of firms that extend credit.

Merchandising Practices for Freezer Provisioners. By Bert D. Miner. Marketing Research Report 453, 1961. 33 pp.

Appraises credit, delivery, membership, and advertising practices among a selected group of freezer provisioners.

Merchandising Frozen Food by Locker and Freezer Provisioning Plants. By Bert D. Miner. Marketing Research Report 313, 1959. 36 pp.

Study of 1957 operations of 1,433 locker and food provisioning plants, describing types of business, location of plants, products handled, services offered, and membership fees charged.

Business Management of Frozen Food Locker and Related Plants. By James J. Mullen and Lloyd M. DeBoer. Marketing Research Report 258, 1958. 93 pp.

Identifies the major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.

Management Accounting for Frozen Food Locker and Related Plants. By Robert L. Dickens. Agricultural Handbook 220, 1961. 117 pp.

Develops accounting procedures and techniques that will provide departmental cost information needed to properly manage small and medium-size businesses.

Guide to Uniform Accounting for Locker and Freezer Provisioners. By Thornton W. Snead, Sr., and P. C. Wilkins. Agriculture Handbook 163, 1959. 60 pp.

Explains and illustrates an accounting system designed for the locker and freezer industry. This system will help provisioners develop financial, production, and operating standards.

Frozen Food Co-op Supports Community Development. By Bert D. Miner. Reprint 216, 1961. 1 p.

Tells how the Augusta Frozen Food Cooperative, Inc., Staunton, Va., has served both country and city homemakers by providing them a place to freeze and store meats, fruits, and vegetables. (Reprinted from September 1961 News for Farmer Cooperatives.)

Local Processing Co-op Improves Rural Living. By Paul C. Wilkins. Reprint 211, 1961. 2 pp.

Explains how the Lee County Cold Storage Company, Amboy, Ill., has grown continuously by serving its patrons, adjusting operations to changing conditions, and stressing quality products. (Reprinted from May 1961 News for Farmer Cooperatives.)

FARM SUPPLIES

GENERAL

Supply Cooperatives. By J. Warren Mather and Staff. Bulletin 1 Reprint 2. 52 pp.

Gives history, status, and trends among farm supply cooperatives.

Operations of Local Feed and Supply Bargaining Cooperatives in Illinois, 1959-64. By R. J. Mutti and L. J. McGinnis. General Report 136, 1966. 40 pp.

Based on an analysis of information received in interviews with 37 members selected at random from 12 local cooperative nonstock bargaining associations operating in Illinois in 1963 and 1964.

Handbook of Major Regional Cooperatives Handling Supplies, 1962 and 1963. By J. Warren Mather. General Report 125, 1965. 95 pp.

Reports on organizational structure, types of services, volume, net savings, and financial condition of each of 24 major regionals. Shows scope, character, and trends of combined activities of these cooperatives.

Regional Cooperatives Handling Under \$10 Million of Supplies, 1960-61. By J. Warren Mather and Anne L. Gessner. General Report 115, 1963. 44 pp.

Shows number and type of these regional cooperatives, membership, volume of supplies handled, services provided, financial position, and organizational characteristics. Indicates changes occurring in number and business volume of such cooperatives since 1950-51.

Lawn and Garden Services in Eastern Farmer Co-ops. By John M. Bailey. General Report 107, 1963. 34 pp.

Covers facilities, policies, practices, and type of operation necessary for successful lawn and garden services. Discusses place of lawn and garden operations in farm supply cooperatives.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas - 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

La Coopérative Fédérée De Québec - Integrated and Multi-purpose Operations. By L. B. Mann. General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers - An Integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has

broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Adjusting Farmer Supply Cooperatives to Member Needs in the 1970's. By Martin A. Abrahamsen. Information 47, 1965. 12 pp.

Considers the far-reaching adjustments in the operations of farm supply cooperative operations that will be needed in providing members with farm supplies in the 1970's.

Purchasing Cooperatives - An Essential Tool for the Modern Farmer. By Martin A. Abrahamsen. Information 5, 1957. 12 pp.

Reviews some of the more important developments that account for the changes in farming and explains why the farmer looks to his cooperative to help get the goods and services he needs to carry on his present-day farm activities.

CREDIT AND INVENTORY

Controlling Open Account Credit in Feed Cooperatives. By Lacey F. Rickey and Charlie B. Robbins. Circular 24, 1957. 85 pp.

Reports how 38 farmer cooperatives handling feed take care of their credit operations.

Credit Control in Selected Retail Farm Supply Cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia. By John M. Bailey. General Report 71, 1960. 21 pp.

Sixth and last of a series. Deals with credit policies, practices, and trends in 14 local farm supply cooperatives in the Atlantic region.

Inventory Management by Selected Retail Farm Supply Co-ops - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia. By John M. Bailey. General Report 70, 1960. 17 pp.

Presents information on inventory management in 14 farm supply cooperatives.

Inventory Management by Selected Retail Farm Supply Co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois. By T. R. Eichers. General Report 66, 1959. 19 pp.

Reports on methods to control credit and inventory by 23 local farm supply cooperatives.

How Cooperatives Use Credit Agencies To Meet Patron's Needs. By John M. Bailey, Arthur H. Pursell, and Russell C. Engberg. General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

Inventory Management by Selected Retail Farm Supply Cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa. By T.R. Eichers. General Report 50, 1958. 24 pp.

Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.

FEED

Cooperative Alfalfa Dehydrators - Cost and Operations. By Lacey F. Rickey. Circular 12, 1956. 30 pp.

Is a case study of operating costs at eight cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.

Operations of Local Feed and Supply Bargaining Cooperatives in Illinois, 1959-64. By R. J. Mutti and L. J. McGinnis. General Report 136, 1966. 10 pp.

Based on an analysis of information received in interviews with 37 members selected at random from 12 local cooperative nonstock bargaining associations operating in Illinois in 1963 and 1964.

Costs and Practices of Selected Cooperatives in Operating Bulk Feed Trucks. By Thomas H. Camp. General Report 132, 1965. 21 pp.

Based on the operations of 7 selected cooperatives with fleets of from 8 to 37 trucks.

Broiler and Turkey Feed Financing By Cooperatives. By George C. Allen and Charlie B. Robbins. General Report 118, 1963. 39 pp.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

Mobile Feed Milling by Cooperatives in the Northeast. By T. R. Eichers and A. J. Hansas. General Report 99, 1961. 36 pp.

Determines practices and policies of mobile mill operations; determines costs and returns of these operations; and compares efficiency of the different methods of operating mobile feed mills.

Mobile Feed Milling by Cooperatives in Michigan and Wisconsin. By Arno J. Hansas. General Report 63, 1959. 60 pp.

Study of a relatively new development in feed processing. Discusses the type of equipment used, volume, type of service, labor requirements, rates charged, operating problems, and other pertinent topics. Based on the operations of 11 cooperatives in their 1957-58 operating year.

FERTILIZER

Manufacture of Fertilizer by Cooperatives in the South. By Warren K. Trotter. Bulletin 13, 1959. 49 pp.

Based on the study of 29 cooperatives with fertilizer manufacturing facilities in the South. Discusses the status and potentials of these cooperatives, implications of economic, technological, and transportation factors, and the possibilities for further regional coordination.

Cooperative Bulk Fertilizer Blending in the Midwest. By Theodore R. Eichers. General Report 122, 1964. 40 pp.

Describes 13 bulk fertilizer blending plants operated by Farmers Union Central Exchange, Inc., St. Paul, Minn., and Midland Cooperatives, Inc., Minneapolis, Minn. Activities include sampling and analyzing farmers' soil, recommending proper fertilizer, mixing proper rations, and spreading on field.

Liquid Fertilizer Distribution by Local Cooperatives in the Pacific Northwest. By B. H. Pentecost. General Report 95, 1961. 32 pp.

Describes liquid fertilizer distribution of 17 local cooperatives affiliated with Pacific Supply Cooperative, Walla Walla, Wash. Also discusses new developments in liquid fertilizer distribution.

Liquid Nitrogen Distribution by Local Cooperatives in Nebraska and Kansas. By B. H. Pentecost. General Report 82, 1960. 34 pp.

Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving the distribution service to farmers.

MACHINERY

Mississippi Farmers Helping Themselves With Cooperative Machinery. By Harmon O. Alley. Reprint 312, 1966. 1 p.

Tells of efforts of small farmers in Mississippi to make a comeback by forming a cooperative and obtaining funds through Farmers Home Administration. (Reprinted from February 1966 News for Farmer Cooperatives.)

Cooperate To Cut Machinery Costs. By John M. Bailey. Reprint 304, 1965. 21 pp.

Lists advantages for small farmers in sharing ownership and use of expensive farm equipment cooperatively. (Reprinted from August 1965 News for Farmer Cooperatives.)

PESTICIDE

Liquid Pesticide - Formulation and Distribution by Two Southern Cooperatives. By Theodore R. Eichers. General Report 126, 1965. 12 pp.

Reviews the liquid pesticide operations of two cooperatives in the South to provide information useful to cooperative management in establishing or improving liquid pesticide operations.

PETROLEUM

Integrated Petroleum Operations Through Farmer Cooperatives, 1950 and 1957. By Anne L. Gessner and J. Warren Mather. General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

Pay Plans for Co-op Tank Truck Salesmen. By J. Warren Mather. General Report 46, 1958. 25 pp.

Analyzes various pay plans used by petroleum cooperatives throughout the country, and discusses these plans in relation to their effects on volume, costs, employee turnover, and credit control. Discusses employee benefits provided and the advantages and disadvantages of the compensation plans covered: Straight commission, straight salary, and salary-plus-incentive.

SEED

Transportation and Handling of Seed by Regional Cooperatives in the Southeast. By Charlie B. Robbins. General Report 101, 1962. 30 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 Southeastern States with suggestions for improving transportation, handling, and warehousing.

FILMS ON FARMER COOPERATIVES

Made Available by
Farmer Cooperative Service

Handling Livestock Safely (color, sound, 10 min.)

Produced by Farmer Cooperative Service. Shows how safe handling of livestock in feed lots, stockyards, and in transit can reduce livestock losses from bruising and other injuries. Released 1965.

This Is Livestock Pooling (color, sound, approx. 5 min.)
Produced by Farmer Cooperative Service. Explains how livestock pooling is carried on at markets. It also points out its most important advantages for producer, market agency, and buyer. Released 1965.

It's the Farmer's Business (color, sound, 14 1/2 min.)
Produced by Farmer Cooperative Service and the Banks for Cooperatives. This movie shows how farmers use cooperative businesses to get quality products to consumers and shows some well-known co-op brands; it pictures how cooperative supplies and services help farmers produce more efficiently; and it relates how the Banks for Cooperatives and Farm Credit Administration have helped. The film was part of the USDA centennial movie series. Released 1962.

Plant for the Future (color, sound, 11 min.)
Produced by Farmer Cooperative Service and the Office of Rural Areas Development. Through the eyes of the editor of the local newspaper, this film tells how a group of growers in the Morrison's Cove area of Pennsylvania formed a cooperative to grade and pack fresh apples for today's demanding markets. It was financed by grower investments, and loans from local people, area banks, local and State industrial development authorities, and the Area Redevelopment Administration of the U.S. Department of Commerce. USDA's RAD program also helped the cooperative get started. Released 1963.

These Farmer Cooperative Service films are all 16 mm. Except for Plant for the Future they are available through the Director of Information of the Farm Credit Banks serving your area. Requests should go directly to the Farm Credit Banks serving the State or to other office designated for the State as shown in list below.

Plant for the Future may be obtained by writing Farmer Cooperative Service or Motion Picture Service, both at U.S. Department of Agriculture, Washington, D.C. 20250.

Location of banks

Baltimore, Md., serving
Delaware, District of Columbia, Maryland, Pennsylvania,
Virginia, West Virginia, and Puerto Rico

Columbia, S.C., serving
Florida, Georgia, North Carolina, and South Carolina

Louisville, Ky., serving
Indiana, Kentucky, Ohio, and Tennessee

New Orleans, La., serving
Alabama, Louisiana, and Mississippi

St. Louis, Mo., serving
Arkansas, Illinois, and Missouri

St. Paul, Minn., serving
Michigan, Minnesota, North Dakota, and Wisconsin

Omaha, Nebr., serving
Iowa, Nebraska, South Dakota, and Wyoming

Wichita, Kans., serving
Colorado, Kansas, New Mexico, and Oklahoma

Berkeley, Calif., serving
Arizona, California, Nevada, Hawaii, and Utah

Spokane, Wash., serving
Alaska, Idaho, Montana, Oregon, and Washington

Farmer Cooperative Service films are distributed in Texas by Visual Aids Dept., Extension Service, Texas A&M College, College Station, Texas. Motion Picture Service, U.S. Department of Agriculture, Washington, D.C. 20250, distributes FCS films in Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont.

FCS